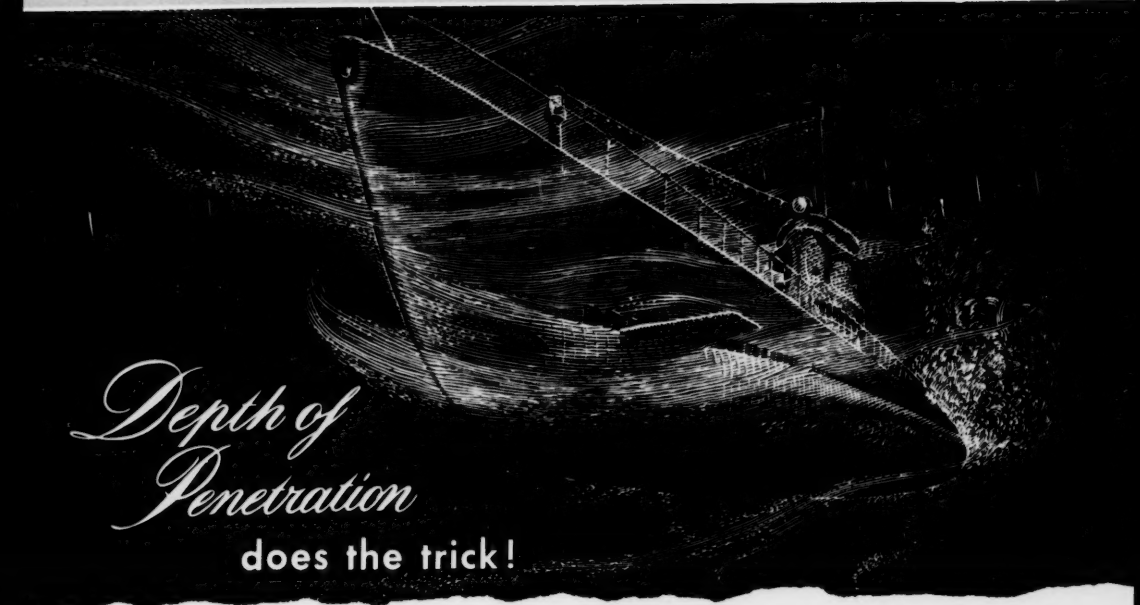
SEPTEMBER 6, 1952

LEATHER and SHOES

The International Shoe and Leather Weekly



Depth of Penetration
does the trick!

depth of penetration in
Tiger Brand tannery oils
means...

CONTROLLED PENETRATION

. . . **the secret** of making oils
that penetrate properly

. . . **the secret** of making better
and more comfortable leathers



SALEM OIL & GREASE CO. BLUBBER HOLLOW • SALEM • MASS.



Many users of Carborundum*-made abrasives have found it possible because of *United service* to save one or more ways through "Planned Purchasing."

While reviewing purchasing practices, United representatives have helped a number of buyers to:

- Simplify requirements
- Buy more economically
- Carry less inventory
- Get faster deliveries

When you order abrasives made by CARBORUNDUM *and serviced by* UNITED, you obtain product value *plus* the assistance of United representatives who know shoemaking abrasives — and are well equipped to help with any finishing problems that may arise.

Look into *"Planned Purchasing"* with United, and remember, an ample supply of standard items is available for prompt shipment.



*"*Carborundum" is the registered trademark of, and indicates manufactured by, The Carborundum Co.*

UNITED SHOE MACHINERY CORPORATION

BOSTON, MASSACHUSETTS

LEATHER and SHOES

ESTABLISHED 1890

Vol. 124 September 6, 1952 No. 10

FEATURES

HOW SHOE PROFITS CAN BE IMPROVED, By Frank J. Schell . . 8

RAW MATERIALS OUTLOOK, By William Sheskey 10

TANNERY WASTE DISPOSAL METHODS, By John W. Harnly . . 14

THE NEWS

OPS AGAIN READY TO SUSPEND SHOE PRICE CONTROLS

WOOD HEEL MEN STUDY STYLE PROBLEMS

PUBLISH SHOE COST METHODS ANALYSIS

RETAIL SHOE SALES JUMPED IN JULY

DEPARTMENTS

Editorial 4
Stylescope 6
News X-Ray 17
News 18
Person to Person . . . 24
Leather Markets 25
Tanning Materials . . . 27
Hides and Skins 28
News Quicks 31
Deaths . . . . . 34 and 42
Want Ads 41
Coming Events 42
Advertisers' Index . . . 42

PUBLISHER
Elmer J. Rumpf

EDITOR AND ASS'T PUBLISHER
William A. Rossi

NEWS AND MARKET EDITOR
Irving B. Roberts

EDITORIAL RESEARCH DIRECTOR
James Malone

FASHION EDITOR
Rosalie Marzbanian

WASHINGTON EDITOR
Joseph B. Huttlinger

PRODUCTION MANAGER
Paul C. Tedford

CIRCULATION MANAGER
June Mason

LEATHER and SHOES, The International Shoe and Leather Weekly, published weekly by The Rumpf Publishing Co., 300 West Adams St., Chicago 6, Ill.

Cable address: HIDELEATH. Subscription price: United States, $5.00; Canada, $6.00; Foreign, $7.00. Single copies, 15c; back copies, 30c. Entered as second class matter Jan. 19, 1948, at Chicago, Ill., under Act of March 3, 1879. Additional entry at Boston. NOTICE TO SUBSCRIBERS: If you change your address, please notify us immediately. If you fail to do so, the Post Office will forward only two issues to a new location together with form 22-S, which should be sent us promptly. After that copies will be returned undelivered.

HEADQUARTERS
THE RUMPF PUBLISHING CO.
300 W. ADAMS ST., CHICAGO 6, ILL.
PHONE—CENTRAL 6-9353

EDITORIAL OFFICE
10 HIGH ST., BOSTON 10, MASS.
PHONE—LIBERTY 2-4652

OFFICERS
President: Elmer J. Rumpf; Vice Presidents: C. E. Belding, F. G. Moynahan, W. A. Rossi; Secretary, L. C. Bedford.

BRANCH OFFICES
BOSTON 10, MASS. — Frederick G. Moynahan, George G. Dunning, 10 High St., LIberty 2-4652 • NEW YORK 7, N. Y.—Cardwell E. Belding, 20 Vesey St., Barclay 7-8783 • WASHINGTON, D. C. — Joseph B. Huttlinger, Room 894, National Press Bldg., District 7362 • PHILADELPHIA 31, PA. — Cardwell E. Belding, 5201 Berks St., GReenwood 7-6785 • CINCINNATI 2, OHIO — Robert O. Bardon, 529 Sycamore St., Main 6662 • ST. LOUIS 8, MO.—William Creahan, 3965 W. Pine St., Central 6913 • GREAT BRITAIN, AND EUROPE — J. B. Tratsart Ltd., 5 London St., London, W. 2, Paddington 5946 • SWEDEN & NORWAY—Nils Haraldson, Drottninggaten, 2, Orebro, Sweden, Orebro 13027.

ABC

MEMBER: Audit Bureau of Circulations



The Misconception Of "Limited Markets"

With shoes, customers buy basic needs—selling begins

THE failure of the U. S. shoe industry to inspire an appreciable increase in the per capita consumption of shoes is more a state of mind than a state of reality. Thomas Mann, the celebrated author, once wrote, "Fate is not what happens to me, but what I *will* to happen to me."

This applies forcefully to the shoe industry. It has allowed per capita shoe consumption to remain at the static level of three pairs for decades. It has not yet taken the step to *will* a steady rise in consumption.

There has long been a defeatist philosophical attitude strongly existant in the industry concerning this matter. In effect, that attitude is: A person can wear out just so many pairs of shoes a year, and hence his number of shoe purchases must be limited by a saturation point which "traditionally" stands at around three pairs annually.

We believe that common philosophy to be negative, defeatist and unfounded by fact. Let's see what other industries have done to cope with the very same problems of consumption.

When radios were introduced to America it was for years taken for granted that when every family owned a radio the market would be thoroughly saturated, and that further sales would be realized only on the slower, smaller replacement basis. Many in the radio industry itself believed this. But more visionary minds went to work. And what do we have today? A radio in every car; portable radios for the beach, the picnic, the camp; radios in shops and factories and stores; radios in bedrooms, the children's room, the den, even the bathroom. The market for radios was made enormously largely by deliberate planning and powerful merchandising.

There was a day when the market for the automobile was seen, even by the visionaries, as one vehicle per family. Today there are millions of families, most in the middle-income bracket, where there are two cars in the family. And the auto industry created new cars for new specialized uses—the station wagon, the jeep, the midget, each created markets where none existed before.

L and S Editorial

Reprints available at nominal costs: Up to 100, 10c each; 200-500, 5c each; 1000-3000, 2½c each; 5000 or over, 1½c each.

The market for refrigerators was seen as limited—one per home. But an increasing number of homes are utilizing two—a smaller, specialized size for the playroom in the cellar.

Paints were always an item with a limited market; you gave the house an exterior coat every few years, and inside you occasionallly gave a fresh coat of the conventional pale green or cream. But the paint industry merchandised a whole new sense of interior decoration that inspired every household in America not only to use a greater variety of colors, but to redecorate home interiors and furniture more often. And paint consumption trebled.

New Customers

The book publishing business has always fostered the belief that the "reading public" consisted of a small minority. Books were priced at $2 to $4, sold through regular book stores to the limited market, and business remained virtually static year in and out. Then along came the paper-covered books to sell for 25 and 35 cents—the same contents as the more expensive editions—and up sprang millions of "new" reader-buyers from nowhere.

Food is a basic item like shoes. A family can consume just so much food. But today, consumption of almost all kinds of foods is enormously greater than two or three decades back, when appetites were certainly no less ravenous. Income has been one answer. But merchandising—through attractive and simple recipes, and other promotional weapons—have lured more money to food counters.

The list is endless. Consumer articles which once were seen as having limited consumption markets—only to find that in America there is no place for the concept of limited consumption. And right therein, we believe, is the core of this subject on shoe consumption. The outstanding feature of the history of America has been its steady growth—growth in production of goods, consumption of goods, and the ability to buy goods. Almost all other industries have shared in this growth—shared in the sense of seeing a steady rise in the per capita consumption of their goods. The shoe industry is one of the few that has not enjoyed this same kind of expansion.

We said in the beginning that the cause behind this was principally a state of mind. Men act as they believe. If we believe, for example, that shoe business consists of two busy seasons and two dull seasons, then we'll continue to nestle in our traditional stationary position regarding consumption. If, for example, we decide to do something about converting the dull periods into active periods, then we've become merchandisingly alive.

That is but one of countless examples of the choice between the accepted manner of doing shoe business and deliberate action to overcome our static condition. Converting the theme of Thomas Mann, shoe business isn't what happens to us, but what we *make* happen to us. Customers aren't born but created. Customers will buy their "basic" shoe needs. But it's at that very point where selling begins—the sales beyond the basic needs. And it is at this very point where the shoe industry needs to establish a fresh, vigorous program to boost sales to a new high plateau.

News about

B. F. Goodrich Chemical *raw materials*



Good-rite RESIN 50

Using Good-rite Resin 50 as a reinforcing agent simplifies processing, gives you *extra* advantages in shoes that customers like.

Take hardness, for example. When soling compounds are loaded with ordinary fillers to obtain the desired hardness, weight is increased and flex life, abrasion resistance and quality are reduced.

Good-rite Resin 50 provides the hardness desired—but gives the soling compound light weight, exceptional flex life, better abrasion resistance and excellent low temperature qualities.

Made as a white, free-flowing powder Good-rite Resin 50 can be compounded in a wide range of permanent colors. Its size is such that 85 per cent will pass a 100 mesh screen. May be used with American or natural rubber products. For technical bulletins and advice, please write Dept. HL-11,B. F. Goodrich Chemical Company, Rose Building, Cleveland 15, Ohio. In Canada: Kitchener, Ontario. Cable address: Goodchemco.

GEON polyvinyl materials • HYCAR American rubber • GOOD-RITE chemicals and plasticizers • HARMON organic colors

Stylescope



The Coronation Influence

WITH the coronation of Queen Elizabeth scheduled for June, 1953, the fashion world is busy turning out special creations in keeping with the event which carries world interest. Special coronation styles are especially suitable in shoes, since many of the regal motifs will be used in accessories. Embroidery and diamond encrustations fall well into this scheme.

Many of the countries allied with England forbid the usage of coat-of-arms and shield motifs on items such as shoes. Therefore, these will probably be avoided to some extent. Heraldic and medallion ideas, crown shapes and shield shapes will all be used in bringing out the theme. Especially important in the styling of dress shoes is maintaining the feeling of dignity and regal lines. Pumps are ideally suited as good basic styling for coronation trim.

A. Pump with scalloped quarter featuring dainty, colorful embroidered motif and "diamonds," bound in gold.

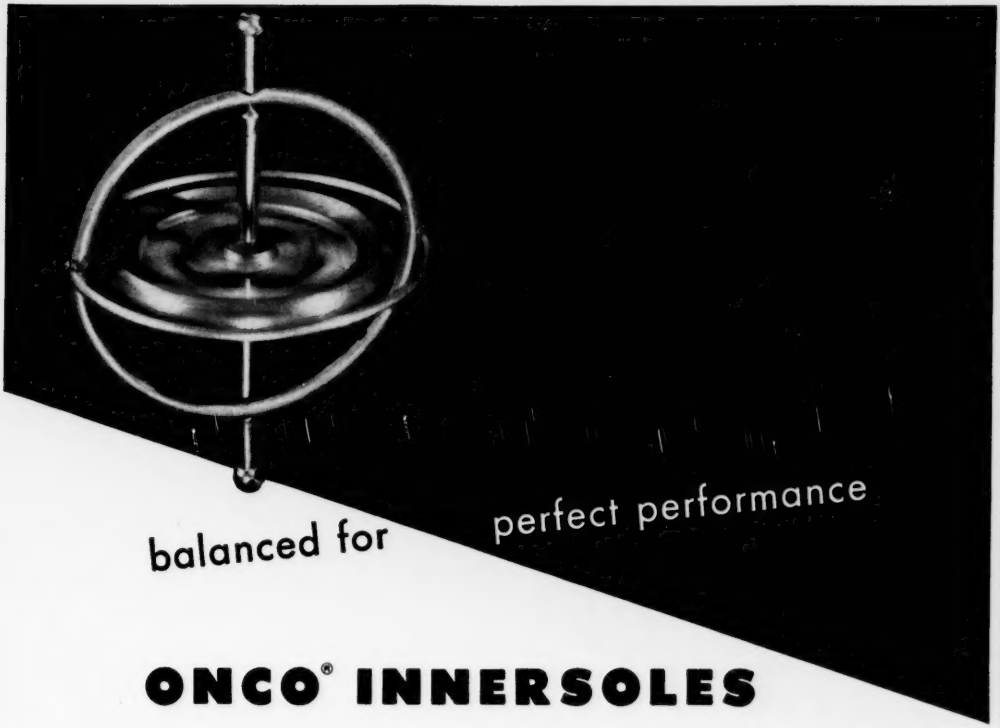
B. Pretty sandal, with gilt band effect over instep, center of three strips held together by embossed or embroidered piece.

C. Another sandal, with shield idea low on instep and patterned pieces at vamp sides. Gilt braid outlining styling.

D. Closed toe suede d'Orsay with cut-out effect on instep, a gold kid crown.

E. Calf casual with peaked front and suede coat-of-arms medallion appliqued on quarter. Stars and heart are multi-colored.

F. One-sided effect on a suede pump with kid appliques of heraldic motifs giving distinct collar treatment.



ONCO® INNERSOLES

Not just one but the *right* combination of the essential qualities in an innersole has made ONCO the *one* innersole Balanced For Perfect Performance. A few of these qualities are:

BREATHE-ABILITY—ONCO permits the pores of the foot to function in a perfectly normal manner, thereby allowing the foot to breathe naturally and freely.

COMFORT DEPTH—ONCO makes possible the 3rd dimension in shoe fitting—the ability of ONCO to conform instantly to the individual shape of the foot.

TRANSVERSE RIGIDITY—ONCO's Transverse Rigidity preserves and holds the original bottom lines and the upper shape for the wearing life of the shoe.

FLEXIBILITY—ONCO, by means of a controlled process, retains its flexibility under all conditions and will not harden, crack, curl, swell or shrink.

UNIFORMITY—ONCO is scientifically made in precision fashion. Every innersole is exactly alike in quality, thickness and texture.

STRENGTH—ONCO is made with Solka, a unique and highly purified cellulose fibre, produced only by Brown Company, which assures stronger internal ply strength and longer wear.

These are qualities that manufacturers, shoe buyers and retailers have found in ONCO for over two decades. Over *one billion* pairs of shoes have been built with ONCO during the past 15 years alone—an average of over 75 million pairs of shoes a year—positive proof of ONCO's leadership in the innersole field. For more information write Dept. HC-9 in our Boston office.

onco Insole ated
COMFORT DEPTH AND FLEXIBILITY

BROWN QUALITY COMPANY, Berlin, New Hampshire
CORPORATION, La Tuque, Quebec

General Sales Offices: 150 Causeway Street, Boston 14, Massachusetts
Dominion Square Building, Montreal, Quebec

SOLKA & CELLATE PULPS • SOLKA-FLOC • NIBROC PAPERS • NIBROC TOWELS • NIBROC KOWTOWLS • BERMICO SEWER PIPE, CONDUIT & CORES • ONCO INSOLES • CHEMICALS



By Frank J. Schell

Supervisor of all Shoe Operations of Sears, Roebuck & Co.

President

National Association of Shoe Chain Stores

How Shoe Profits Can Be Improved

Many fresh marketing possibilities waiting to be opened-up

MODERN business requires that the old arm's-length buyer-seller relationship be replaced by a closer, more harmonious working arrangement. As a retailer I don't want to be termed out of character in expressing this sentiment. When I suggest that prices of shoes at all levels must be related soundly and firmly to cost factors I am sure I will not be misunderstood by this audience. I am not minimizing one bit the retailer's entirely proper function of trying to buy shoes of quality, style and price that will attract the widest possible consumer interest. However, when the laws of sound costing of merchandise are flouted or ignored, the result is akin to economic anarchy.

Tanners, shoe manufacturers, and shoe distributors can maintain their perspective by constant awareness of the fact that each of this industry's major branches is both buyer and seller, and work towards a better understanding based on mutuality of interests.

With this thought of problems commonly shared, I would like to discuss some phases of the one question that is undoubtedly paramount in our business thinking.

How can profits be improved? If that is not our burning issue, then I just don't know what is. Obviously this subject has an infinite number of facets, none of which should be glossed over. It can be approached from the broadest and largest economic sense . . . in terms of the need for recognizing that without increased productivity, economic and social gains can be achieved by any one group in our society only at the expense of another.

Condensation of talk delivered before the National Shoe Mfrs. Assn. Membership Breakfast Meeting, New York, Sept. 4.

Timing

Let's look at Timing. Correct timing is more important to success than almost any other factor. In retailing, timing can outweigh the power of volume buying or the value of the most luxuriously decorated salon. In manufacturing it spells the difference between efficient production at a profit and a foot-race with creditors.

In business, timing can be learned. In successful merchandising much can be gained from a constant re-examination of our operating time tables. If we fail to do so, we may wind up by following a pattern that may no longer be the best for our business success. This can apply to the peaking of stocks, the incidence of purchases, the dates of purchases and delivery, the scheduling of promotional efforts, and even of sales staffs.

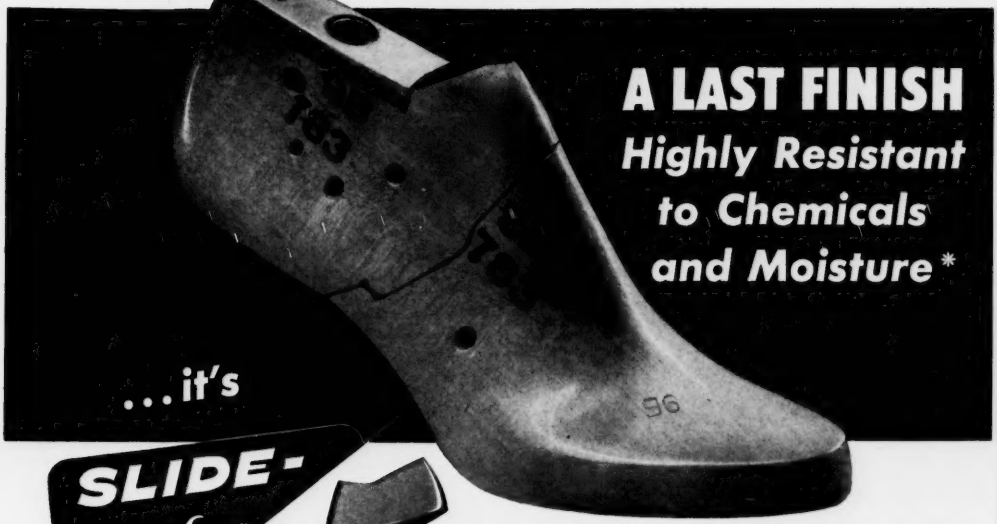
For example, haven't some of us been inclined to think too much in terms of shoes for just two seasons, spring and fall? Have we, as an industry, realized sufficiently that a six-months' calendar period is made up of a group of seasons, each with its own promotional and sales opportunity? Have we accepted too easily the thought that certain months are comparatively poor shoe-selling months rather than trying to find the items or types which could add to business in those periods without "borrowing" sales from more favorable months? A study of the calendar and a weather and climate map might prove quite helpful in stimulating our imagination and our planning.

Since, as retailers, we have a direct stake in the ability of our sources of supply to produce efficiently, we were greatly interested a few years ago in the efforts made by your industry to foster more level, year around production schedules in shoe factories. Even though we recognize that no single plan could be applied uniformly to the diverse types of business that constitute the shoe industry, we believe the principle is still sound, and with modifications can be employed by more factories than have yet done so.

An objective study of the possibilities of this principle may well imply a greater degree of product specialization than we have yet experienced by shoe factories. There are many examples in our industry of outstanding achievements in the field of product specialization, but far more cases, I am sorry to say, of failure when factories tried to mean everything to everybody. It does seem likely that somewhere along that path will be found opportunities for better profits for manufacturers, and consequently, for their customers.

(Continued on Page 35)

At Last...





30 DAY TEST PROVES SLIDE-O-GLAZE PAYS OFF!

Miniature lasts after application of Slide-O-Glaze and immersion for *thirty days* in Water, Gasoline, Toluol, Methyl Ethyl Ketone, Alcohol, Carbon Tetrachloride, 2 per cent Ammonia Solution and Ethyl Acetate. After removal from containers and wiped off, lasts showed neither shrinkage nor swell.

Here's good news for shoe factory management! Last shrinkage and swelling (and all the dimensional woes that go with it) has now been practically eliminated with Slide-O-Glaze — United Last's new *protective* finish.

Slide-O-Glaze is an especially formulated product resulting from two years of exhaustive research and testing in the laboratory and under practical shoe factory conditions. It resisted chemicals, moisture, steam and friction. It withstood the application of heat, physical abuse and time. Now, right from your nearest United Last branch you can get lasts far more dependable in all dimensions . . . lasts that are easier to work with due to the toughness and durability of this improved finish.

Get protection for the style contours and fitting qualities in the next lasts you buy . . . get Slide-O-Glaze finish on United Lasts. For complete information write or call United Last Company, Boston, Massachusetts.

*Available on men's, women's and children's lasts.





Application of Slide-O-Glaze at our Fitz Bros. Branch. Similar facilities are available at all seven United Last Company Branches.

UNITED LAST COMPANY
BOSTON, MASSACHUSETTS
"Slide-O-Glaze" — Lasts for the work life of the last

RAW MATERIALS OUTLOOK

by William Sheskey

Economist

National Shoe Manufacturers Association

THE purchase of leather by shoe manufacturers is one of the most important aspects of managing your shoe business. As you well know, the object of any manufacturing enterprise in a capitalistic economy is *profit*. Profit is the difference between cost and selling price. A very simple concept to talk about but one very difficult to achieve in dollars and cents.

The shoe industry has very unusual cost aspects. The machinery for the making of shoes in the United States is for the most part rented or leased on a volume basis. This tends toward a stable, rigid cost structure over which the manufacturer has very little control.

Labor Costs Rigid

A second major component of cost, which is labor, is also somewhat rigid and quite elusive of the manufacturers' direct control. The difficulty encountered in controlling labor cost is attributed in the most part to labor unions, high cost of living and competition for workers in a labor market approximating full employment.

Thus, we find that the large proportion of capital costs and labor costs is quite rigid and somewhat exempt from direct control by the manufacturer. This makes it extremely important, therefore, that the manufacturer exercise as much control as possible over his other major component of cost, which is raw materials.

It is a well-known fact that shoe prices are established on the basis of cost. However, cost must also be controlled. The selling of shoes, which is done in a very highly competitive market, must be done at a price which the consumers are both willing and able to pay.



It is also necessary that we consider profit as a cost of doing business and an efficiently operated business is absolutely entitled to this profit. It is a cost because the managerial ability which you practice and the assets which you use in your business would have earned an income in other enterprises and consequently if your income in the shoe business does not exceed the possible earnings elsewhere, you are losing money.

Summing up, then, if in the long run, demand is a primary determinant of shoe prices, and profit a cost of doing business, it is necessary in order to achieve this profit that we exercise control over cost which will enable us to price our shoes to meet consumers' willingness and ability to pay. This control of cost is made most difficult by the inadequacy of the control of capital and labor costs. This, then, points to a need for as much control as possible of the cost of raw materials. With this thought in mind, let us look at the raw materials market for the remainder of 1952.

The only measure of new domestic hide supplies in the short run is Federally Inspected slaughter. In the first seven months of 1952, Federal Inspected Slaughter reports show a cattle slaughter of 7,021,000 as compared to 6,599,000 for the same period in 1951, a 6.4 percent increase. In the first two weeks of August the slaughter at major markets has been 16.9 percent above these same two weeks of last year. The Bureau of Agricultural Economics predicts the slaughter for the rest of 1952 will continue to be considerably higher than last year thus insuring a very ample supply of domestic hides.

Calf slaughter for 1952 is still lagging behind 1951 for the first seven months. (2,737,000 in 1952 to 2,883,000 in 1951, a 5.2 percent decrease.) The encouraging feature, however, about calf slaughter is that the July 1952 calf slaughter exceeded the July 1951 calf slaughter by 9.7 percent thus reducing the first six months decrease of seven percent to 5.2 percent for the first seven months.

Sheep Slaughter Ahead

Sheep slaughter this year is 21.6 percent ahead of last year for the first seven months. Imports of sheepskins are also running well ahead of last year's totals.

Goatskin imports are down 26 percent for the first six months of 1952 as compared with the first six months of 1951. Goatskins availability, however, is directly dependent on price, and skins are available at a price.

Imports of hides and skins from foreign sources have fallen for the first six months of 1952 as compared with 1951 with the exception of sheepskins.

The overall picture shows that the supply of hides and skins for the remainder of 1952 will be adequate to meet the needs. These hides should be available without any significant increases in hide prices because demand is not greater than supply.

Talk delivered before Membership Meeting of National Shoe Mfrs. Assn., New York, Sept. 4.

PASTES MADE WITH Methocel

will not penetrate leather



will not absorb fat liquor!

Here is an efficient leather pasting compound that will enhance the characteristics the tanner is striving to achieve! Methocel (Dow methylcellulose) doesn't penetrate the leather, and it does not absorb the fat liquor, these two qualities being considered as major factors in successful leather pasting by tanners. Because of its oil and grease resistance, Methocel acts as a sealer and helps to prevent case-hardening of leather during drying.

Interesting, too, is Methocel's valuable property of gelling when heated, rather than thinning and flowing. This means that pastes made with Methocel attain maximum bonding strength, yet maintain elasticity, at oven temperatures. On the pasting plate this uniform synthetic gum always forms an excellent wet adhesive bond between the leather and the plate.

Send for your free sample of Methocel and receive more information about formulations now being used with marked success in the tanning industry.

THE DOW CHEMICAL COMPANY
MIDLAND, MICHIGAN



Did you get your Experimental Sample?

The Dow Chemical Company
Department ME 19 • Midland, Michigan

Wide viscosity range of Methocel available—please indicate use field _____

NAME _____ TITLE _____

FIRM _____

ADDRESS _____

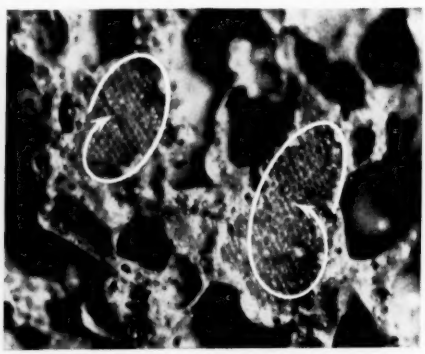
CITY _____ STATE _____

DOW

Armstrong's NEW

CUSHION CORK FOAM has

● Armstrong's Cushion Cork® Foam is a new type of soft foam cushion which will last as long as the shoe itself. It combines granules of resilient cork with rubber foam to form a material which has not only softness but also exceptional springiness, strength, and workability.



PHOTOMICROGRAPH SHOWS NEW FOAM'S STRUCTURE Here, greatly enlarged, you can see why Cushion Cork Foam is so strong and resilient. Look at that foam structure—those thicker, stronger rubber walls just won't break down or tear when walked on. The two cellular particles of cork you see (enclosed by arrows) add resilience and strength. Result: this amazing foam-with-cork supports feet comfortably—for the life of the shoe.

Cushion Cork Foam has the softness today's shoppers look for. They want to be able to feel this softness with their fingers—and you know what sales appeal there is in this promise of comfort.

Softness alone, however, isn't enough. A good cushion needs springiness, too. Cushion Cork Foam will not collapse under the wearer's weight. Instead, the cork particles locked in the rubber foam give the material a resilience which cushions and gives springy, buoyant support to the foot.

But although Cushion Cork Foam is both soft and springy, it has the strength to give exceptional wear.

Cushion Cork Foam also offers improved workability. Thousands of cork particles give it body and character. It cuts cleanly and takes cement well. It is available in any thickness from $\frac{1}{16}$" up in $\frac{1}{32}$" increments.

GET SAMPLES TODAY. You'll want to make up your own test shoes with Cushion Cork Foam. For working samples, call your Armstrong representative or write us today.

ARMSTRONG CORK COMPANY

SHOE PRODUCTS DEPARTMENT, 8809 ARCH ST., LANCASTER, PA.



Softness

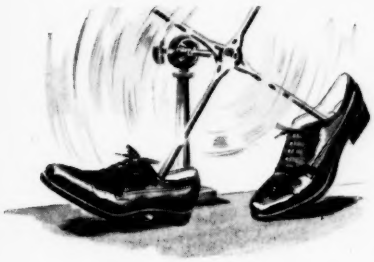
for sales appeal. With Cushion Cork Foam you can cash in on the big demand for cushioned insoles. It gives a promise of foot comfort no shoe-shopper can resist—AND it has the resilience to make good on that promise when the shoe is worn.

everything you need in a cushion insole



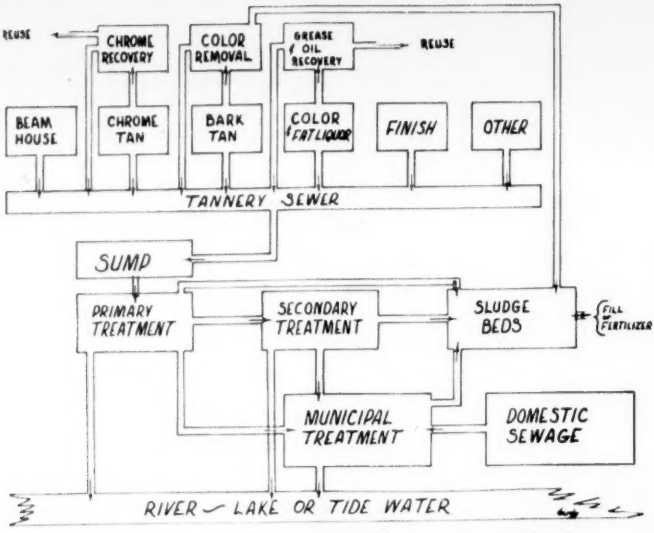
Springiness

for real foot comfort. Cushion Cork Foam not only feels soft to the fingers—it also wears comfortably under the foot. It combines the best features of the two most comfortable cushion materials—rubber and cork—for a new high in foot comfort.



Strength

for long wear. Cushion Cork Foam will last for the life of a shoe. Its thick-walled foam structure is reinforced with cork particles. This tough material won't break down under walking—even after months of day-in, day-out wear!



Typical Flow Lines For Treatment of Tannery Liquid Waste

TANNERY WASTE DISPOSAL METHODS

An analysis of methods since their origin in 1895, to the present— one of the most complete studies of its kind ever made

By John W. Harnly

Whitehall Leather Company

THE tanneries of the United States turn out about 20 billion gallons of liquid waste yearly and this, in relation to suspended solids and B.O.D., is a source of pollution approaching that of the domestic sewage from a city the size of Chicago.

The following analyses of raw tannery effluent in table below are typical.

Another characteristic of tannery waste is the extreme fluctuation in rate of hourly flow (in terms of percent of weekly total) from 0.2% at 6 a.m., when it begins to rapidly increase to a peak of 1.5% at 11:30 a.m.; it then drops as rapidly back to 0.2% at 5 p.m. The daily flow is fairly uniform for the working days, dropping to less than one-half on Sunday and the other days of inactive operation.

Figure 1 shows that 60% of the country's tanneries are geographically concentrated in about 5% of its area; distribution by geographical sections is:

Location	No. Tanneries	% of Total
U. S. total	443	100
East of Mississippi River	398	90
Northeastern states	272	61
Midwest	82	19
Southeast	53	12
Pacific Coast	24	5
Miscellaneous	12	3

Gal./100 lb. hide	——	——	800	1320	600–800
Total solids, p.p.m.	——	5990	7200	4870	7000
Suspended solids, p.p.m.	1340	1200	2400	1050	2500
5-day B.O.D., p.p.m.	885	1350*	1200	335	1200
pH	——	——	11.0	11.9	11.0

*Estimated from data on components.

Of these 443 tanneries, 183 (41%) are concentrated in nine cities, each of which has 10 or more:

	No. Tanneries
Peabody, Mass.	39
Newark, N. J.	27
Salem, Mass.	26
Gloversville, N. Y.	22
Chicago, Ill.	16
Philadelphia, Pa.	15
Milwaukee, Wis.	15
Johnstown, N. Y.	13
Wilmington, Del.	10

Lynn and Haverhill, Mass., have eight and seven tanneries, respectively; seven towns have three to seven tanneries each; seventeen towns have two tanneries, and 186 towns have one tannery.

The principal contribution of this committee, formed in 1911, is a bibliography, from 1895, when the first recorded investigation of tannery sewage was made by the Massachusetts State Board of Health, to 1911. Esten, the compiler, had this to say:

Reprinted from **Industrial and Engineering Chemistry**, by permission of the copyright owner, the American Chemical Society

"There is no very extensive literature on the subject of tannery waste. Such as there is, consists partly of investigation of individual tanneries by boards of health and largely of references to the subject in standard works on the disposal of trade wastes in general. In fact, the development of the disposal of tannery waste is so closely connected with that of general sewage disposal that a bibliography, in order to be of value to those wishing to investigate the subject, must make reference to works which mark a distinct advance in the matter of trade wastes in general, even if they do not refer specifically to tannery wastes."

Seven of the 35 references listed in the bibliography were issued by the Massachusetts State Board of Health and were principally experiments with filtration.

The Federal Government, through the Public Health Service, next actively entered the picture and, for several years, studied the problem of tannery wastes at Luray, Va. Their principal conclusion was that best results were obtained by combining all tannery wastes before treatment, but filtration was still emphasized. Application of the principles of sedimentation to tannery waste disposal by the Dorr Co., about 1920, marked the end of extensive filtration operations.

The next group to actively attack the waste disposal problem was the Pennsylvania Sanitary Water Board. Its program included cooperation with industry to achieve consideration for the interests of both private and public organizations. An extensive study was made over a 2-year period of a sole leather tannery, which discontinued operation before definite conclusions could be reached. However, the work was continued at another tannery, and a comprehensive report was issued in 1931. The recommendations embodied sedimentation, chemical coagulation, and filtration.

In 1926 the Chicago Sanitary District, after an exceptionally comprehensive study of various industrial wastes, concluded that tannery wastes were best treated by combining the total tannery effluent with domestic sewage prior to its treatment. Extensive attempts to treat tannery wastes by bacterial methods indicated that such wastes were not adaptable to bacterial treatment, unless mixed with domestic sewage in not too great proportions. Warwick and Beatty state that the total sludge may be up to 40% tannery sludge.

Michigan, Maryland and West Virginia issued reports on tannery waste treatment during 1927, 1928, and 1929, and Fales published several comprehensive reports covering treatment and disposal methods in Massachusetts, New York and Pennsylvania. In 1933, Michigan arrived at the conclusion that primary sedimentation was sufficient for most Michigan tanneries and was supported in this belief by numerous nonconflicting reports issued subsequently by other Michigan agencies.

In 1942 the Ohio River Committee released an excellent report containing much detailed information and a good bibliography. Its conclusion was that the only treatment in general use comprised mixing acid and alkaline wastes, followed by sedimentation. Various devices for secondary treatment of wastes have proved

(Continued on Page 38)



Location and Numbers of U. S. Tanneries by States

Listen for the Danger Signal!





Every Hazardous, unwanted tack can be electronically located...

with the USM

TACK-DETECTOR

MODEL A

No more overlooked tacks due to "hit or miss" hand searching! No more scratches and cuts for the operator! You can be assured that shoes will leave the factory free from misplaced side lasting staples, insole and toe lasting tacks.

What it is. The Tack Detector is a compactly designed, portable machine utilizing heavy duty electronic tubes and parts for long and uninterrupted service. Placed on a convenient bench, shoes may be inspected without removal from the rack by means of the probe or wand which is connected to the machine by a light and flexible cable.

How it works. An audible but muted buzzing signal sounds when wand contacts metal objects. Search is rapid as over-all contact of the insole can be made on one entry and removal.

High production . . . Low maintenance. Depending on factory conditions, production will vary from approximately 6000 pairs daily where the operator merely searches the shoes to approximately 2000 pairs where search and removal are performed by one operator. Maintenance costs are low.

For complete details call the nearest United Branch Office.

UNITED SHOE MACHINERY CORPORATION

BOSTON, MASSACHUSETTS



A note of caution injected into shoe industry's general feeling of prosperity by Hugo J. Bauch, ex-shoe man and now of OPS. Bauch points out how "everybody is feeling good today and everyone, it seems, can sell all they can make." However, it seems to me there is something artificial about all this.

Bauch feels big reason for optimism is retailers inventories are running low. Result is retailers have been buying late. "When I was in business, I never took too much account of these swings," says Bauch. "It appears to me that when we end up this year, we will have done about the usual volume of business but it will have proven spotty."

Bauch may be right as far as he goes. What he doesn't take into account are the intangibles. These can make all the difference. For one thing, shoe industry is feeling prosperous because business has returned nearer normal, is definitely better than last year. Also, recent awakening of both leather and shoe trade executives to new merchandising possibilities has spread feeling of better things ahead throughout entire industry.

For the first time in years, industry appears to feel it has solution for many of its ills. Leather and shoe men have long basked in knowledge they produced top-quality product and public needed only a little reminding on subject. Shoe advertising concentrated on quality angle, ignored most other merchandising facets. Result was, buying public became accustomed to buying shoes only when they really needed a pair.

Now industry enters new era. Theme is exploration of myriad other ways of selling shoes rather than for need alone. Seasonality only one angle. Shoe industry need only look into development of extra sales possibilities by other big industries such as radio, automobile, paint, etc. (See editorial, page 4 this issue.)

This general feeling of sleeping giant awakening, of new approach to old problems, is one of big reasons behind growing optimism in shoe industry. National Shoe Institute's "The New In Shoes," sponsored jointly by National Shoe Manufacturers Association and National Shoe Retailers Association, appears to be good medicine. For the first time in half-century, key to question "How to increase per capita consumption of shoes?" may be supplied.

• •

Juvenile shoe industry also on brink of new era. National Shoe Fair spokesmen now say so-called post-war boom in this field only the beginning. Take a look at the figures: Before World War II, nation's shoe manufacturers produced 79 million pairs shoes annually for 32 million juveniles under 14 years of age. Today, we are making 108 million pairs each year for 48 million juveniles or well above the increased pairage normally expected for 16 million additional children.

Only part of answer lies in higher birth rate. Emphasis on style is big factor. More than ever before, children are style-conscious, select their own shoes, insist on the right shoe for the right occasion. Manufacturers have been quick to realize wide-open opportunity for new style effects. Thus, children's market will become increasingly big factor in coming seasons.

• •

Big shoe unions mapping strategy to be used in annual contract negotiations with International Shoe. New contracts generally set pace for benefits throughout Mid-West and even further.

This year offers new approach. Unions planning to coordinate plans before attacking. Representatives of United Shoe Workers of America, CIO, and Boot and Shoe Workers Union, AFL, met last week to talk over joint plans. Former represents some 10,000 workers in International factories, latter about 9,000. Unified front expected by union heads to give them stronger talking point.

Both unions have probably started negotiations already, according to terms of their contracts with International. CIO contract expires Sept. 30, calls for start of negotiations 30 days in advance. AFL contract expires Oct. 31 with 60-day advance required.

SHOE DECONTROL AWAITS NEW SURVEY

OPS ISSUES NEW SUSPENSION STANDARDS

Agency Favors Action On Entire Industry

Suspension of price controls over shoes, both at the factory and retail store levels, has been recommended by the Office of Price Stabilization's committee on price control suspension.

The recommendation was referred to other defense officials, including the Economic Stabilization Agency and the Office of Defense Mobilization, where it ran into some delay.

An entirely unexpected development arose when the order was tabled pending a country-wide sampling of housewives' views by Tighe E. Woods, Director of Price Stabilization. Woods, sworn into his new post this week as successor to Ellis G. Arnall, announced plans to tour the country to hold a series of town meetings with average consumers. Decontrol of shoe prices, he said, would depend upon the results of these meetings.

The shoe recommendation was accompanied by a similar suspension recommendation for radios and television sets, floor coverings, bedding and cotton linters. On all items but shoes, final action toward suspension was promptly made official.

In lifting price controls from radio and television sets, however, the OPS put forth a new set of suspension standards. These, according to one OPS official, were written using shoes "as a guinea pig."

Another official said the new standards appear tailor-made to bring suspension of price controls for shoes. A third said, "it's only a matter of timing now, before price controls over shoes are suspended."

Watch Prices Closely

One part of the suspension standards provides that OPS is to watch prices closely, following suspension action, to see they do not rise again. In some cases, said the standards, "representative firms" may be asked to furnish price information to the OPS, price changes may have to be reported, and a special tailored regulation may be put forth calling upon shoe manufacturers to report prices for various lines.

One significant change from the first suspension standards, put forth last April, explains the meaning of the requirement that actual prices must be "materially" below ceiling prices. In determining this, the OPS is to consider "volatility" of prices. In simple language, the OPS means the selling price of shoes need not be far below ceiling price, since it never was, and never went far above it.

Again, the standards point out that price variation takes other forms than price changes. Thus, "changes in discounts, trade-in allowances, free services, free deals, credit terms" are to be considered.

When actual price information is hard to get, as in the case of shoes, the new standards provide "price trends" may be used. Also, in figuring whether prices are below ceilings, the OPS is to consider production and productive capacity, inventories, employment and unemployment, availability and prices of materials, margins, earnings, average realization, shifts of production from high priced or luxury models, etc."

Considering all these factors, OPS went on, where the market is soft, and evidence is that prices won't rise, "suspension may be considered even though the available evidence indicates that market prices have not declined." In some cases, the "fact that retail margins are not materially below ceiling margins will not prevent a finding that prices are materially below ceiling."

Those who recall the suspension last April of hide prices from price ceilings will be interested in a part of the suspension standards stating:

"Where the principal element of cost in the production of a manufactured product consists of a material which has already been suspended from control . . . the manufactured product normally should also be suspended if there is evidence that prices of the two products generally rise and fall together."

At the same time, the suspension standards expressed a preference for suspension, when it comes, to affect a clear, broad unit, preferably a whole industry. And it added:

"If, within such an area, particular items might rise in price because of temporary style factors, seasonal factors, or the temporary shortness of supply of an agricultural material, this should not prohibit suspension of an entire area defined to include such items."

EARLIER BUYING SEEN AT ALLIED SHOW

Low Retailer Inventories Cited

Prospects for the Spring 1953 season appeared "best in years," according to most of the 160 exhibitors displaying new products and styles at the Allied Products Style Show, held Sept. 3-5 at the Hotel Belmont-Plaza, New York.

One of the principal reasons for this feeling was the disclosure that the majority of exhibitors prior to the Show had already done as much business as they did in the entire 1951. With the year's most active season still ahead, 1952 gave every promise of reaching a highly successful sales level.

Many producers of various shoe products were looking forward to Spring 1953 as their most active season in years. This expectation, they said, would hold regardless of actual volume done at the show.

Basis of the new-found optimism is the report that many shoe retailers, already well-behind on deliveries for Fall (due simply to late ordering) are carrying below-normal inventories. These retailers, it is felt, will find themselves losing sales this fall because of insufficient stocks.

Both shoe manufacturers and their suppliers at the show were unanimous in predicting that buying by retailers for Spring 1953 will be "better and earlier." As one leading manufacturer pointed out, "After their experience this Fall, Retailers will undoubtedly order their staple lines much earlier for next Spring. Of course, they'll hold off on the high styles as long as possible but even this is likely to begin earlier than usual."

Cash position of the majority of retailers is believed good, permitting them to go ahead with earlier buying.

Feature of the Show itself was the introducing of new products and styles by most of the exhibitors. Consensus was that these would stimulate buying because "everybody is looking for new merchandising gimmicks along with new economies.

LEATHER SHOW STRIKES OPTIMISTIC NOTE

Glass Sees Quality Concept In Fore

A new feeling of optimism and growing confidence marked both visitors and exhibitors at The Tanners' Council's Showing of Leathers for Spring and Summer 1953, held Sept. 4-5 at the Waldorf-Astoria in New York City.

Even before early sales returns were in, it was evident that immediate results at the Show would have no vital effect upon overall feeling within the industry. Tanners, of course, had no objection to selling a good volume of leather but experience had taught most that best sales were generally made after the actual showing.

At the noon opening on Thursday, Sept. 4, an eager crowd of shoe manufacturers, stylists and other leather goods executives were on hand to talk over prospects for the coming season. These same visitors showed a solid interest in the new leathers and promotional colors displayed and an eagerness to discuss plans for the future with tanners.

Speaking at a press conference held as the show opened, Irving R. Glass, the Council's executive vice president, told reporters and editors of the trend in the leather in shoe industries "which is likely to be the forerunner of a striking development in all consumer goods lines. Just as leather and shoes were the forerunners of recovery which began in the Spring of 1952, so too they now seem to be reflecting a little more concretely than other industries the beginning of a broad current in American life.

"Far-seeing producers and retailers have suddenly become aware that there is a third dimension in the daily business of producing and selling consumers' goods," he added. "And this third dimension, which may well transform the character of business thinking and operation, is the emergence of the quality concept."

Glass stated that current demand for quality merchandise is a logical result of the saturation of post-war demand for basic consumer goods. He warned that consumers will remain price conscious but stressed that willingness to pay for quality has become "an undeniable economic force."

"Leather values are not only sound but exceptional in terms of general commodity prices," he declared.

Glass disclosed that Leather Industries officials were elated with results to date of the "Leather Is Fashion" promotion to be featured in the September issue of *Harper's Bazaar*. Cash in return to tanners of the *Harper's* advertisement, already adopted in various promotional programs by Nieman-Marcus and other large department stores, has been estimated at a minimum of $800,000.

Loewenstein Workers End 7-Day Strike

A week-long strike at the Hermann Loewenstein, Inc., tannery, Gloverville tanner of suede calf and buck for shoes and glove leathers, was ended this week when 77 workers at the mill voted to accept a new company offer.

Workers were given a five cents per hour wage increase and additional hospital benefits.

Employe-members of the Adirondack Leather Workers Union had walked off their jobs on Tuesday, Aug. 26, after refusing a company offer to boost their wages by three and one-half cents hourly. On Aug. 4, they had voted to work at a "no overtime" basis in an effort to show the company just how much the men received for working on a 40-hour weekly basis.

During the strike, a skeleton force of workers remained on the job in order to prevent spoilage of goods in a perishable condition. Company officials pointed out that the dispute was the first between the company and its workers in the five years since the latter had joined the union.

South African Shoemen End Tied Leasing

The tied system of leasing shoe machinery has been ended in South Africa, according to an announcement by the Footwear Manufacturers Association there. Negotiations to end the system were conducted with British United Shoe Machinery (South Africa) Ltd.

The decision affecting South African shoe manufacturers resulted from an earlier agreement between British United and the Incorporated Federated Associations of Boot and Shoe Manufacturers of the United Kingdom. The plan to end the tied leasing system was accepted unanimously by British shoe manufacturers and put into effect on Jan. 1 of this year.

GENERAL SHOE BUYS KLEVEN SHOE COMPANY

Spencer Firm To Operate As Subsidiary

General Shoe Corp., of Nashville, Tenn., one of the world's largest shoe manufacturers, announced this week that it has purchased the Kleven Shoe Sales Co., Inc., of Spencer, Mass.

Announcement of the purchase was made jointly by Henry W. Boyd, Jr., president of General Shoe, and Harry A. Bass, president and treasurer of Kleven. Bass had purchased the Kleven firm from Archie L. Kleven in May 1951. Purchase price in the sale to General was not revealed.

Kleven manufactures women's novelty shoes to retail at $8.95. Production is about 4500 pairs per day.

The company did about $4 million worth of business last year and has not failed to show a profit in its 30 years of operation.

Both Boyd and Bass said Kleven will be operated as a wholly-owned subsidiary of General Shoe on a complete decentralized basis. "General Shoe has acquired the Kleven Company, but the operation will be entirely carried on from Spencer, Mass., and by the same existing executives of it. They have been highly successful in conducting the company, and we plan no changes whatsoever in the administration of its affairs," said Boyd.

Boyd will represent General Shoe Corporation in its relationship as owner. Bass will remain as president and Sidney Kahn as vice-president of the Massachusetts company. Directors will be Bass, Henry W. Boyd, Jr., Richard Caplin, B. P. Weisiger and Eli G. White. Boyd, Weisiger and White are General Shoe executives.

With the acquisition of the Kleven Company, General Shoe and its wholly-owned subsidiaries now have manufacturing operations in nine states. They are Tennessee, Kentucky, Alabama, Georgia, Mississippi, California, Michigan, New Jersey and Massachusetts.

Nunn Urges Improved Labor Relations

Henry L. Nunn, who recently retired as president of the Nunn-Bush Shoe Co., Milwaukee, men's shoe manufacturer, expressed his views on labor-management problems while attending the annual New Hampshire Writers' Conference held at the University of New Hampshire in Durham. Nunn has written his autobiography and the story of his life formed the basis of his talk at the Durham session.

Among the labor-management reforms he advocated were the following:

Weekly pay check for workers throughout the year, whether or not the factory is operating.

"Open shop" means chaos; labor has the right to pool its strength in a union and should elect its own representatives to serve on company board of directors.

Labor's income should keep step automatically with business trends and cost of living.

Management should give up its right arbitrarily to discharge workers and set up cooperative arrangement to discuss decisions over the table.

Nunn said his firm, which also has a profit-sharing plan, has followed this line of thinking for 40 years. Although the firm's directors at first protested that it would not work, both directors and workers have shared bigger earnings since then.



COSTING METHODS ANALYSIS PUBLISHED

Study To Help Shoemen Figure Costs

A new cost accounting handbook entitled "An Analysis of Methods of Costing Used in the Shoe Manufacturing Industry" has been published by the New England Shoe and Leather Association.

The book was written and prepared by Harold W. Adams, West Newton, Mass., public and cost engineer, who served during World War II as Chief of Cost and Price Analysis Branch in the Procurement Division, Boston Quartermaster Depot.

Published by NESLA as a service to its members, it is expected to help assist shoe manufacturers in selecting the cost system best suited to their needs as to reflect accurately the actual cost of shoes produced, according to John E. F. Foote, Association president and head of the John Foote Shoe Co., Brockton.

Methods Outlined

"This treatise points out first the advantages of securing accurate shoe costs and then describes each of five costing methods used by shoe manufacturers," Foote said. These include:

1. Cost determination by actual factory cost plus general, administrative and selling expense.
2. Use of base shoe to determine cost of other styles.
3. Across-the-board costs used as basis of determining shoe costs.
4. Shoe cost determination by the use of standard costs.
5. Current estimated costing.

"Finally, this publication includes a suggested classification of costs in the shoe manufacturing industry.

"Our Association will hold a series of membership meetings during Sept. in the form of seminars at which leading cost accountants to the trade will discuss cost accounting practices. These meetings are scheduled in the leading shoe centers in New England and include Boston, Brockton and Haverhill in Massachusetts, Manchester in New Hampshire, and Auburn-Lewiston, Maine," Foote concluded.

MILITARY BIDS AND AWARDS

Aviators' Gloves

September 9, 1952 — Naval Aviation Supply Office, 700 Robbins Ave., Philadelphia 11, has submitted Requisition No. 383/2555-30/53 covering invitation to bid on 25,830 pairs aviators' summer leather gloves, 5 fingers, unlined, specification NAVAER M-386b dated Nov. 1, 1944. Opening in Philadelphia with delivery from Nov. 1952 through March 1953.

Aviators' Jackets

September 11, 1952 — Naval Aviation Supply Office, Philadelphia, has issued bid invitation No. F 54,381 calling for bids on 14,550 Type G-1 intermediate aviators' jackets. Specification MIL-J-7823 (AER) dated Nov. 21, 1951, calls for chocolate brown goatskin outer shell, 2 to 3 ounce weight (Spec. KK-L-170) and mouton collar of same color (Spec. MIL-M-5631, Type 1, Class 1).

Rubber Gloves

September 15, 1952—QM-30-280-53-91, covering invitation to bid on 4,992 pairs gloves, synthetic, rubber, lightweight, Type III, fob. destination (Atlanta, Columbus, Ogden, Bellbluff, San Antonio and Schenectady), 100% domestic pack. Opening at 1:00 p.m. in New York with deliveries during Feb. and March 1953, for the Army.

Men's Gloves

September 29, 1952—QM-11-009-53-136 covering Item 1, 19,950 pairs cotton gloves, leather palm, gauntlet type, men's, Type 1, U. S. Army specification No. 9-117 dated July 7, 1948. Opening at Chicago Quartermaster at 10.00 a.m. with delivery to various destinations Feb. through May 1953. Item 2, 15,000 pairs cotton gloves, leather palm, knitted wrist type. Men's, Type II, same specification.

OPEN GYM SHOE BIDS

Bristol Manufacturing Co., Bristol, R. I., was low bidder at the opening of Navy Invitation No. 965—calling for 77,500 pairs of men's gymnasium shoes to be delivered in two lots: (a) 35,402 pr. to Mechanicsburg, Pa., and (b) 42,098 pr. to Clearfield, Utah. Bristol bid on the total quantity at $1.58 and $1.69; or in the event of an award of the entire quantity, all at $1.63, 30 days acceptance, net. There were five other bidders:

Hood Rubber Co., Watertown, Mass.; $1.60 and $1.74; fifteen days acceptance, net.

Mishawaka Rubber & Woolen Manufacturing Co., Mishawaka, Ind.; item (b) only $2.16; thirty days acceptance, net.

Endicott-Johnson Corp., Endicott, N. Y.; $1.63 and $1.725; ten days acceptance, net.

United States Rubber Corp., Naugatuck, Conn.; $2.10 and $2.18; thirty days acceptance, net.

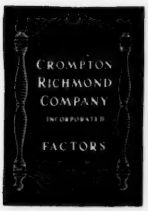
Randolph Manufacturing Co., Randolph, Mass.; $1.835 and $1.865; sixty days acceptance, net.

Harry F. Ross

. . . 61, *tanning executive*, died Aug. 30 of a heart attack while vacationing at his summer home in Washington Islands, Wisconsin. He was vice-president of A. H. Ross & Sons Company of Chicago, having been with the firm following service in World War I. He is an uncle of Harold A. Ross, president of the firm, and a brother of the late Bruno C. Ross, who founded the company. He is survived by his widow, Elizabeth, a brother, Alfred A., and his sister, Martha.

(Other Deaths on Pages 34 and 42)

CROMPTON FACTORING SERVES BIG BUSINESS



Some of the oldest of Crompton Factoring customers are in the multi-million volume brackets. Would-be suppliers look at their net worth . . . and water at the mouth.

Then why factoring for the big and strong? Simply because this service provides substantial economies that cut distribution costs . . . and still greater liquidity for advantageous buys or greater volume.

They save by eliminating credit and collection overhead – and credit losses too. We do the job better and more economically . . . because we're credit specialists. Crompton alone is liable for their losses on bad accounts.

Thus, efficient, large-scale operation generates more efficiency and earnings. The bigger the volume involved, the more profitable Crompton Factoring is for the client. It's all on the record!

The Human Factor

CROMPTON-RICHMOND CO., INC.

1071 Avenue of the Americas, New York 18, N. Y.

COLONIAL'S PENSION PLAN IN FULL SWING

Colonial Tanning Co., Boston, one of the earlier firms to adopt an employe pension plan, has now paid the New England Mutual Life Insurance Company a half million dollars to insure that its 175 employes have livable income upon retirement, according to Archie Kaplan, treasurer.

The plan provides for payments up to 50% of average earnings and the company has absorbed the entire cost of carrying the program. Every employe who leaves before retirement age receives his policy with its accumulated cash value.

Kaplan pointed out that the pension plan is an outgrowth of the basic profit-sharing principle upon which the company was organized nearly 30 years ago.



Kivie Kaplan, center, vice president and general manager of Colonial Tanning Co., Boston, marks 10th anniversary of the company's pension plan as he delivers $75,000 check to Wm. E. Hays, agent of New England Mutual Life Insurance Co. Observing the ceremony are treasurer Archie Kaplan, seated right, and standing, left to right, J. H. Doherty, Edward Goldfarb and William E. Tobin, three elected members of the pension committee.

Beauty · Workability · Wearability

SMOOTH AND ELK
Side Leather

★

VEGETABLE
For Linings, Bags, Case, and Strap

★

INDIAN TANNED LEATHER
For Fine Casuals and Sport Shoes

★

Contract Tanning

NO ERSATZ

There are many imitations but only one original INDIAN TANNED LEATHER. The genuine always costs more. Unless you want the BEST *don't* use INDIAN TANNED.

Nothing takes the place of GOOD LEATHER

Wisconsin LEATHER COMPANY

1830 SO. THIRD ST. MILWAUKEE 4, WIS.

COATED ABRASIVES NEW LISTING APPROVED

Revision Becomes Effective December 1

The proposed revision of the Simplified Practice Recommendation for Coated Abrasive Products has been approved, and will become effective Dec. 1, 1952, the Commodity Standards Division of the Office of Industry and Commerce, U. S. Department of Commerce reports. It will be identified as R89-52.

The recommendation covers simplified lists of flint- and emery-coated abrasives and coated abrasives other than flint and emery. For these two categories of coated abrasives, the recommendation gives class of goods, type of backing, sizes of sheets and rolls, types of coating, that is, whether open or closed, and the grade number in which each item is available. The recommendation was first issued in 1928, and it was revised and reissued in 1932, 1936, 1940, and 1946.

Purpose of the current revision is to change the grade designation for certain flint goods from the customary 10 grades, ranging from 4/0 to 3, to 5 grades which are now to be designated as extra fine, fine, medium, coarse, and extra coarse. According to information supplied by the industry these lines are used for non-technical applications where the former many subdivisions of abrasive grain sizes serve no useful purpose.

Reducing the number of flint grades from 10 to 5 will, in the opinion of the proponents, satisfy all normal requirements, and enable all concerned to obtain the benefits of simplified practice. In addition to certain minor changes, the term "ream" has been replaced by "sheets" for all classes of good to conform to industry practice.

Mimeographed copies of the revision may be obtained from the Commodity Standards Division, Office of Industry and Commerce, Washington 25, D. C.

• Sales of **Canadian shoe chain stores** across the nation increased to $4,117,000 in June as compared with $3,805,000 in June 1951, an increase of 8.2 percent. Stocks rose 10.3 percent in value for the period over last year, the Canadian Government reports.

WOOD HEEL MEN STUDY STYLE PROBLEMS

Western Group To Offer New Approach

Style changes, which cost the wood heel industry a sizeable financial loss each year, were the main topic of discussion of a meeting of the Western Wood Heel Manufacturers' Association held recently at the Wisconsin Club, Milwaukee.

Because some shoe manufacturers do not reimburse the wood heel producer for heels that have become obsolete but have not been delivered, the latter must take the loss every season, according to Lucius F. Foster of Guild Associates, which manages the Association.

"Will Be Solved"

"This is a long story," Foster said, "but a committee to study the problem has been appointed and it will be solved."

Considerable time was devoted to labor problems plaguing the industry. "The wood heel industry, like the shoe manufacturers, is plagued with a shortage of labor supply," said Foster, "and experienced help is almost impossible to secure. Inability to obtain a sufficient and capable working force, combined with a trend toward higher prices, poses a serious problem for wood heel producers.

"How to produce quality heels at current prices and meet customers' delivery requirements is a big question."

Improvement of the Association's statistical and credit reporting services along with a group insurance plan were also on the agenda. Robert E. Matthews of The Matthews Heel Covering Co., Milwaukee, entertained members at his nearby farm after the session.

JULY SALES GAIN

Retail shoe sales came to $53 million in July of this year, the Commerce Department said in a report on chain store and mail order sales.

This compares with $51 million in July a year ago and $69 million in June of this year.

On a basis of seasonal adjustment, for holidays and trading days, the index of shoe sales came to 233 for July of this year against 226 in July a year ago and 237 in June of this year.

Slalom Bonnet



This lady's new bonnet, a ski-boot in reverse, is only one of the many bizarre creations exhibited at the "Zany Chapeau" contest held recently in Munich, Germany. It is worn by Mrs. Camille Fernandez of Baton Rouge, La., who appears to be ready to walk on air at the American Women's Club there.



Folding Plate Assemblies Engineered by Experts

Shoe pattern men with knowledge of the grading of your patterns assist us in giving you the best possible results in form folding.

Folding adds distinction to each shoe. STAMPRESS is the way: to fold the edges of leather – to press the edges of fabric.

BOSTON MACHINE WORKS CO.
LYNN MASS. U.S.A.

Dallas, Texas Whitman, Mass. Columbus, Ohio Chicago, Ill. Kitchener, Ont. South River, N. J.
Johnson City, N. Y. Cincinnati, Ohio Milwaukee, Wis. St. Louis, Mo. Los Angeles, Cal.



• **Melvin Phillipson,** formerly sales manager of Pfaff Sewing Machine Corp., has been appointed vice president in charge of sales.

• **Harold Green** has resigned as shoe merchandise manager of Hess Bros. department store in Allentown, Pa. As a result, Hess Bros. is reorganizing its entire shoe merchandising system, incorporating the various shoe departments into other units.

• **Edward DeCaneo** is now making room foreman of Nancy Shoe Corp., Hoosick Falls, N. Y. He was formerly with Triple Novelty Footwear Co. of Maspeth, L. I.

• **James W. Brown** has been appointed Southwest sales agent for Jantzen casuals and flats. Brown recently returned to the U. S. after an 18 months' tour of duty with the U. S. Air Corps, Intelligence Division. He will have headquarters in Dallas, Texas.

• **Albert Koch** has been named assistant secretary of E. F. Houghton & Co., Philadelphia manufacturer of industrial leathers. Koch has been associated with Houghton's Eastern sales department since 1918. He replaces Charles P. Stocke, who resigned.

• **Leo Busse, Jr.,** has resigned as sales representative for B. C. Poole Leather Co. He has taken a position with Excello Paper Products as Cincinnati representative.

• **Edson K. Green** and **Myron L. Hyman** have ben appointed vice presidents of International Salt Co., Inc. Green has been with the firm since 1929 and came up through the sales department to general sales manager, which position he continues to hold. Hyman has been with International since 1919 and is at present general manager of sales for the Northern Division and Canada. He will continue to make his headquarters in Buffalo.

• **E. M. Mitchell** has been named assistant superintendent at the Fort Hill plant of Craddock-Terry Shoe Corp. Mitchell was superintendent of John Schroeder Shoe Co. until it was liquidated.

• **Elmer A. Stevens** has been appointed treasurer of B. F. Goodrich Co. Stevens, who joined the firm in 1928, succeeds L. L. Smith, who has retired after 32 years with Goodrich.

• American Hide and Leather Co., Boston, has appointed **Philip I. Light** and **Stanley M. Rowland** as vice presidents. Carl F. Danner, president, said that Light will continue as general sales manager and Rowland will be in charge of production and development in addition to his present duties as chief engineer. Light has been with the firm since 1919 and Rowland since 1937.

• **Harvey N. Deerfield,** who has been appointed New England sales representative for Colonial Tanning Co.,



Boston. Associated with the firm for the past six years, Deerfield comes to his new post from the Split Leather Division. Previously, he was with the Side Leather and Suede Calf Divisions and the main office. In his new position, he will represent Colonial in all leather divisions.

• **H. S. Cottrell,** associated with Innis, Speiden & Co., New York chemical firm for the past 31 years, retired as of Sept. 1. He was previously with Marden, Ortho & Hastings Corp., Boston manufacturer of leather chemicals.

Embossing

Uniformity is important in embossing—
this requires machines of proved quality

FREEMAN MACHINES HAVE BEEN TIME TESTED

Mold, slash and emboss a pair of moccasin seams in one operation—combine center plug embossing designs with this operation if desired. Combine the operation of folding with embossing in one operation. Take advantage of reduced fitting costs by combining embossing, creasing, scoring, heat marking, etc., in one operation.

REDUCE OPERATIONS ★ IMPROVE QUALITY

Send us your shoe parts—we will
emboss your trials then you can see how they look made up.

LOUIS G. FREEMAN CO.
1819 Freeman Avenue, Cincinnati 14, Ohio

SALES and SERVICE
NEW ENGLAND — Newburyport, Amesbury, Lowell
NEW YORK — New York City, Rochester
PENNSYLVANIA — Harrisburg
TENNESSEE — Nashville
MISSOURI — St. Louis
WISCONSIN — Milwaukee
TEXAS — Dallas
CALIFORNIA — Los Angeles
OHIO — Cincinnati, Columbus

LEATHER MARKETS REMAIN QUIET THROUGHOUT SHOW WEEK

Tanners Readying For New Season, Optimistic Over Sales Outlook

Calf price increases disturb calf tanners who fear effect on buyers. Other tanners look forward to Show results, advent of Spring sampling and buying.

New York Markets

Upper Leather: Not much activity this week in this area: in fact the last few weeks have been slow. Manufacturers seem to be buying only as needed.

Prices seem to have settled around the 40-45c and down mark for chrome tanned elk sides with combination tannages of large spread leather going up to 55c and down depending on the tanner, tannage, etc. These levels appear to be several cents down from what was quoted several weeks ago but then too, hides have come down a little also.

Tanners say that list prices do not reflect the hide market very much as pressure for lower prices from shoe manufacturers has held leather prices as close as they can possibly be. The market is likely to continue slow until the Leather Show.

Calfskins: Slowness also noted in calfskins and prices remain just about where they have been for several weeks now. In other words, good makes of women's weight suedes are 90-95c and down on lists with many tanners accepting 85c and down according to reports heard in the trade. On smooth calf, prices run from 75-80c and down and here the going levels appear about 70c and down. Business is strictly hand to mouth and probably will continue that way until the Leather Show.

Sole Leather: Not much change reported here. Business slow in most sole leather items with the only bright spot in double rough shoulders but prices are firm as tanners are in comfortable positions. The only exception might be single shoulders as it is heard around that there are some accumulations of single shoulders unsold.

Bends remain quoted about 53c to 70c as to iron. Bellies 24 to 25 cents usually though some good makes have not been sold under 26c recently according to some. Double rough shoulders selling here at 52c for tannery run with the welting and men's waist belt trading showing a good demand.

Sole Slack

Not much doing this week, according to Boston sole leather tanners. This is to be expected during week

Prices and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1951 HIGH
CALF (Men's HM)	75-1.00	73-1.00	80-1.10	1.18-1.35
CALF (Women's)	73-90	70-91	75-1.00	1.15-1.30
CALF SUEDE	85-95	80-95	85-1.05	1.30-1.40
KID (Black Glazed)	75-90	75-90	80-1.25	80-1.25
KID SUEDE	80-92	80-92	70-95	70-1.02
PATENT (Extreme)	40-47	40-47	55-80	70-86
SHEEP (Russet Linings)	17½28	17-28	18-32	20-35
KIPS (Combination)	49-59	49-59	67-60	....
EXTREMES (Combination)	46-54	46-54	64-60	....
WORK ELK (Corrected)	36-46	36-46	50-60	68-73
SOLE (Light Bends)	67-70	67-72	70-80	1.02-1.08
BELLIES	24-25	25-26	40-48	64-68
SHOULDERS (Dble. Rgh.)	50-55	50-55	80-87	93-1.02
SPLITS (Lt. Suede)	32-38	32-38	34-37	40-45
SPLITS (Finished Linings)	21-23	21-23	20-28	26-30
SPLITS (Gussets)	16-18	16-18	21-26	....
WELTING (½ x ⅛)	7½-	8	12½	13½
LIGHT NATIVE COWS	17½-18	18½-19	30-31½	41

All prices quoted are the range on best selection of standard tannages using quality rawstock.

THE OHIO LEATHER CO.

LUXOR

Calfcolors

BLACK JETTA CALF
WASHETTE
White and Colors

OHIO LEATHER CORP. Boston
87 South St.
THE OHIO LEATHER CO., INC. New York City
2 Park Ave.
ARTHUR S. PATTON LEATHER CO. St. Louis
1602 Locust St.
LIEBMAN-CUMMING San Francisco
718 Mission St.
(Pacific Coast and Orient)
EDGAR A. HERTZ
One Chesterfield St.
Mayfair, London W.1, England
(Export Director)

Tannery and General Offices
GIRARD, OHIO

A·H·ROSS TANNER

Since 1888
Specialty Leathers
Side—Horse
Well known Tannages
•
KLENZETTE
ANILETTE
ROSS-ETTE
and the popular

ORIGINAL GENUINE
Kleenette
REG. U.S. PAT. OFF. NO. 388,194
WASHABLE LEATHER

This tag attached to shoes upperred with Kleen-ette

A. H. Ross & Sons Co.
Chicago 22, Illinois

BOSTON Merchant Lovejoy
NEW YORK CITY Rankart & Somerton
PHILADELPHIA Schoenberg Leather Co
SAINT LOUIS Meier & Terry Leather Co
MILWAUKEE Edward A. Vollbrecht, Jr.
LOS ANGELES A. J. & J. R. Cook
CINCINNATI J. E. Tracy

BLACK HAWK
COW AND HORSE
SPLITS
In All Colors
FOR
WELDERS' EQUIPMENT
SHOE GUSSETS
WORK GLOVES
SOFT SOLE



BLACKHAWK
TANNERS
2171 S. FIRST ST.
MILWAUKEE 7, WISCONSIN

Armour's
QUALITY
Leathers
U.S.A.

SHEWAN
★
. . . Vat dyed, brushed nap, reversed kips . . .

Armour Leather Co.
CHICAGO • BOSTON • NEW YORK

immediately following Labor Day holiday and running into Leather Show. Sales have not been heavy in preceding weeks but tanners try to keep busy working off old orders, looking for some new business. Actually, there is nothing much to do at the moment except follow hide market and business developments, look forward to start of new season. Indications are it will be a busy one.

Prices about unchanged although a few variations heard, depending upon quality and seller. For most part, 10 iron and over bends bring 53c at top of range. The 9/10 iron bends are still held at 55-56c, some at 57c, 8/9 irons at 60-63c and better quality light bends at 68-70c.

Sole leather tanners of Philadelphia report factory leathers can be described as "quite active." No increase in activity as far as finding bends are concerned. Nothing new in heads or bellies. No price quotations available for publication this past week.

Sole Offal Same

Nothing new to report this week, say sole leather offal tanners and dealers in Boston. A very quiet week, normal with this time of year. However, tanners are able to hold close to recent price levels, work on old orders to keep busy.

Bellies still at 23-25c in most cases. Single shoulders a hard to quote item since tanners have some accumulation and willing to talk business. Double rough shoulders find fair demand, particularly since welting is wanted, and bring up to 53-54c for lightweight stock. Waist belt stock brings up to 57c. Fore shanks quiet at 15-17c, hind shanks at 18-20c. Not much doing in heads at 17c average.

Calf Balky

Calf leather tanners in Boston find the market a bit difficult this week. Added to slowness of Leather Show week, last week's increases in calfskin prices forced tanners to raise finished leather prices another 2-3c on average. On the whole, calf leather prices have now risen about 10c above the low reached last spring.

Tanners have found buyer reaction unfavorable. Some shoe manufacturers have again left calf market, finding it too expensive for their range. Others are showing price resistance. Tanners, on the other hand, say they are not even getting replacement prices, are doing everything they can to keep prices down.

Suede still moves between 85-95c although better volume at 80c and below. Men's weight smooth calf at $100 and down, women's around 90c and below. Prices do not mean too much at moment.

Splits Same

Not much has happened to change Boston splits market this week. Sales quiet on the whole, prices about same. Suede splits, both heavy and light wanted, as are linings, but actual sales are spotty. Heavyweight suede splits listed at 42-44c, lights 36-38c for black.

Glove Leathers Fair

The last lap of the year starting this week. Business fair but not well distributed. Indications that there will be a definite shortage of gloves this Fall. Late buying and the reluctance of glove workers to give up steady jobs in other industries have curtailed production.

Cheaper leathers in best demand. Domestics, Iranians and low grades of pigskins and Capes move fairly well. Ladies' weight neglected except for pigs. Some call for deerskins at 58c for a strictly number one. Other grades down to 35c. Not much call for goatskins.

Leather dealers complaining that they cannot break even at present leather prices. Several dealers dropping certain lines, such as Iranians, because they cannot see a profit in them. They are squeezed between the importers and the low condition of the glove business.

Work Glove Steady

Steady undertone seems to prevail in the market for work glove leather. Not much activity due to long Labor Day week-end. General tendency in both buying and selling quarters is to mark time and await new developments. Situation in raw material markets being watched closely.

LM weight work glove splits are still quotably unchanged at 14c for No. 1 grade, 13c for No. 2 grade and 12c for No. 3 grade. M weight alone continues steady, No. 1 grade at 15c, No. 2 grade 14c and No. 3 grade 13c.

Garment Quiet

This market has been rather quiet of late. Most operators in the market for garment leather prefer to wait and see what happens after the holiday.

Sellers still maintaining ideas around last quoted prices. Good tannages of horse hide garment leather quoted unchanged at 38-39c and down with 33-34c covering the average price basis. Suede sheepskin leather last brought 31-32c for

top quality with a lot of good leather recently sold at 30c while poorer quality moved around 26c in most instances.

Movement of grain finish sluggish at 29c and down for good quality and it was recently reported that some tannery run lots sold at 26c and even less in certain directions.

Bag, Case and Strap Same

Situation in bag, case and strap leathers hasn't shown much change during the past couple of weeks. A short while back, some sellers were inclined to raise their prices by a couple of cents but business booked at the new levels has lacked volume and concessions were made here and there to book desired orders. In some instances, prices have been quoted unchanged for quite a period of time.

Prices remain quotable at last trading levels, ranging 48-50c for 2½ ounce and 52-54c for 3 ounce case leather. A steady undertone in strap leather indicated. Grade A russet remained at 55-57c for 4/5 ounce; 57-59c for 5/6 ounce; 59-61c for 6/7 ounce; 61-63c for 7/8 ounce; 63-65c for 8/9 ounce; 66-68c for 9/10 ounce and 69-71c for 10/11 ounce. Concessions of 4c were last reported made on B grade and an additional 4c on C grade russet while colors brought 2c more and glazed 3c over the above listed levels.

Kid Ready

Kid leather tanners of Philadelphia say that they are making preparations for extremely active season in colored glazed. Although the talk about colors has varied from week to week, it is felt variety of colors will be in demand. For this reason most tanners are showing interest in developing several color tones for samplings.

Some current business in black glazed but not in large quantity. Black suede has passed its peak but new business still arriving in fairly large volume.

Linings show some activity. Most tanners report slipper as fairly active right now. Nothing new reported in crushed. No activity in satin mats. Price lists unchanged.

Average prices quoted:
Suede 32c-92c
Crushed 35c-75c
Linings 25c-60c
Slipper 25c-60c
Glazed 25c-92c
Satin Mats 69c-$1.20

Sides Slow

The Boston side leather market can only be described this week as slow, particularly after activity of past two months. Slowdown normal in this period and tanners looking for spring business to open up shortly.

Combination-tanned heavyweight extremes still listed at 52-54c; kips at 56-58c. Elk sides at 42c and down still. Chrome-tanned extremes still around 43-44c. Work shoe retan in 36-42c range. Large elk around 30-36c.

Lining splits slow at 25c and down, with down to 16c heard. However, most active range still at 21-23c. Gussets at 17-19c.

Belting Improved

Philadelphia belting leather tanners say there seems to be some improvement in business. Rough leathers selling in some amounts since curriers have been buying as their business improved.

Heavier weights seem to be in greater demand, and since they are short, prices have shown a tendency to go up. However, beyond a general statement of price increases in this particular item, tanners did not make price quotations available. Shoulders reported as unchanged in activity—both rough and curried.

Curriers find their business remains quite active as far as bend butts are concerned. Buying still done by southern textile mills. Heavier weights now more in demand. No trouble getting prices and there is talk about upping quotations on the heavier weights.

AVERAGE CURRIED LEATHER PRICES

Curried Belting	Best Selec.	No. 2	No. 3
Butt Bends	1.22-1.35	1.18-1.30	1.14-1.20
Centers 12"	1.51-1.62	1.39-1.57	1.26-1.35
Centers 24"-28"	1.45-1.58	1.39-1.53	1.30
Centers 30"	1.39-1.52	1.34-1.46	1.29-1.30
Wide Sides	1.12-1.28	1.08-1.23	1.01-1.08
Narrow Sides	1.04-1.20	1.00-1.16	.94-1.00

Premiums to be added: Ex Heavy, minus 2c to plus 5c; Light, plus 10c to 21c; Ex Light, plus 25c.





PACKERS HIDES SALES REPORTED DESPITE LEATHER SHOW WEEK

Trading Activity Surprises With Most Prices Holding Firm



Packer Hides Move

Despite the fact that many tanners were busy attending the Leather Show in New York this week, a moderate amount of business passed in the big packer hide market. Trading got under way rather quickly following the Labor Day holiday with sales of light native cows late Tuesday made at steady prices.

One big packer confirmed selling 4,100 light average light cows of Aug.-early Sept. takeoff from River points and another big packer sold a car of about 1,000 Wichita production, all going at 18c unchanged from previous sales.

Some interest shown at around steady prices for most types. A call for branded cows at 15c for northern and 15½c for lighter average southwestern points. Branded steers also wanted at last trading prices of 13c for butts and heavy Texas and 12½c for Colorados.

However, there did not seem to be much demand for light and ex-light branded steers. In absence of late sales, some quarters quoted light Texas steers nominally 15½c and other quarters 16c. Ex. light Texas steers likewise quoted in various quarters at 17c to 17½c nominal awaiting new trading.

New business in heavy native cows slow to develop as most packers were pretty well sold up following recent sales at 18c for River points and 18½c for Northerns. Nevertheless, with an increased kill in prospect, it was expected that more heavy cows would become available and packers would consider steady prices for this selection too.

Trading in heavy and light native steers draggy. Two outside Chicago packers sold heavy native steers at 16¼-16½c, but big packers slow to accept under 17c for these and 18c for lights. In buying quarters, meanwhile, complaints were still heard that heavy native steers at 16½-17c were still too high in comparison with butt brands at 13c.

Independents Ease

One of the smaller independent packers sold a car of Chicago light native cows at 17¼c fob. Some packer earlier had sold a car of heavy native steers at 16¼c. These prices were ¼c under those last realized by other independent packers.

Packers' Ass'n., for example, sold late Friday of the preceding week around 2,500 heavy native steers at 16½c, which was reportedly bid for more the beginning of this week with

• SPRUCE EXTRACT
• POWDERED SUPER SPRUCE
• LACTANX

ROBESON
PROCESS COMPANY

GENERAL OFFICES
500 Fifth Avenue
New York 16, N. Y.

OPERATING PLANT AT
Erie, Pa.

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Sept. 4	Close Aug. 28	High For Week	Low For Week	Net Change
October	16.80T	16.72	16.80	16.40	+08
January	15.74B	15.72	15.80	15.45	+02
April	15.55B	15.50	15.30	15.30	+05
July	15.38B	15.30	15.25	15.19	+08
October	15.25B	15.15	15.20	15.20	+10
January	15.15B	15.10			+05

Total sales: 111 lots

HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago	Suspended Ceilings
Heavy native steers	16½-17	17	16½-17	31	28
Light native steers	17½-18N	18	18	32½	31½
Ex. light native steers	19½	19½	19½	34 -35N	34
Heavy native cows	18 -18½	18 -18½	18	32	29
Light native cows	17½-18	17½-18	17½-18	30 -31¼	31-32
Heavy Texas steers	13	13	13	26½-27	25
Butt branded steers	13	13	13	27½-27	25
Light Texas steers	15½-16N	15½-16N	16	30 -31	29½
Ex. light Texas steers	17 -17½N	17½N	17½	32	32
Colorado steers	12½	12½	12½	25½	24½
Branded cows	15 -15½	15 -15½	15 -15½	28½	28¼-29
Native bulls	9½-10	9½-10	10 -10½	20 -21	20
Branded bulls	8½- 9	8½- 9	9 - 9½	19 -20	19
Packer calfskins	40 -45	40 -45	37 -45	45 -47½	65
Packer kipskins	28 -35	30 -35	30 -42½	35 -40	50

some export interest being indicated also at that figure. Pacific Coast market remained quiet following recently reported sales at 13½c for butts, 13c for Colorados and 14½c for branded cows.

Small Packers Hold

Bids from tanners fractionally lower on certain productions of small packer hides as the week opened. Sellers, however, resisted attempts to buy their productions at lower levels. A bid of 15c flat was refused on some good 46-48 lb. avg. hides, seller asking 15½c. The latter price paid for a car of choice plump 51 lb. avg. small packer production on a selected basis.

Some business in regular productions of 48-50 lb. avg. hides at 15c selected and intimated in some quarters that good 50-52 lb. avg. would command 14½-14¾c selected. A sale of some 54 lb. avg. hides at 14¼c selected fob. but very little activity in heavier descriptions.

Lighter hides such as southwestern productions averaging in the neighborhood of 40-42 lbs. considered quotable around 16½-17½c flat fob.

Country Hides Scattered

A few scattered sales at prices considered steady for the most part. Some lots of ordinary straight renderer hides as well as a few mixed lots of country allweights containing moderate percentages of renderers sold at 10½c at fob. shipping points and also at 11c Chicago freight equalized, the hides averaging up to 48-50 lbs. in most instances.

Some very choice plump renderers sold at 11½c Chicago freight. At the same time, choice locker-butcher hides free of renderers averaging rather light or around 44 lbs. reported sold around 12c. Glue hides continue quotable around 8½-9c fob.; last sales in that range. Country bulls held at 6½-7c fob.; comparatively hard to sell.

Calf and Kip Move

Some trading in kip skins developed this week when one big packer sold August production of about 6,000 from northern and river points at 35c for kip and 28c for overweights. This sale came as a surprise to many traders as the seller ordinarily books kip production to subsidiary tanning outlet. Previous trading by other sellers involved 2,200 August northern kip at 35c with overweights at 30c while 4,500 Nashville-Evansville kip brought a premium of 42½c.

Additional sales of calf late last week by all four big packers brought trading for that period to 50,000 at 45c for Northern and River heavies while 42½c was paid for northern and 40c for River lights. Earlier, northern small plant calf had been sold at 45c for heavy and 40c for light. Reported that 5,000 southeastern all weight calf sold at 35c.

No change in the market for big packer slunks. Last sales of regulars at $1.95 and large hairless at 75c.

Small packer market for calf quiet as sellers generally named higher ideas of value while buyers were slow to reach above 35c for heavies and 30-32c for lights. Small packer kip had some call around 25-27c fob. but here too higher asking prices were reported, ranging upward of 30c in some instances. At mid-week, some interest shown for good country skins, tanners bidding 18½c for calf and 17½c for kip in carload lots but sellers asked ½c more in these negotiations.

SOLID **MYRTAN** POWDER

Australian Eucalyptus Extract

Outstanding Results as a Retan on Chrome

Smooth Clean Grain

TANEXCO, INC.

549 W. WASHINGTON BLVD. *Sole Agents* CHICAGO 6, ILLINOIS

LEATHER

YESTERDAY — TODAY — ALWAYS

DERMABATE

COMPOUNDS AND LIQUID EXTRACTS

AMERICAN EXTRACT CO. PORT ALLEGANY, PA.

Horsehides Slower

Difficult to confirm any new sales in whole hides as interest seems to have waned while sellers still have very firm ideas of value. In some quarters, a range of $8.00-8.50 has been quoted for untrimmed and $7.25-7.75 for trimmed northern slaughterer heavy horsehides fob. shipping points. Some outlets inclined to withdraw from the market. Cut stock unchanged. Fronts are holding around $5.75-6.00. Butts, 22" and up, last sold at $2.00-2.25.

Sheep Pelts Steady

Packers have had little difficulty moving their offerings of clips and shearlings at steady prices. Market for clips ranged $3.25-3.50, last paid as to lots. Sales of shearlings were made at $2.75-3.00 for No. 1s, $1.75 for No. 2s and $1.10-1.20 for No. 3s.

This week, a little more interest shown by mouton fur outlets for packer western lamb pelts and there were reports of some sales at $3.00 or a shade better. Pullers, due to slow conditions in the wool market, reluctant to pay much over $2.75 per cwt. liveweight basis. Full wool dry pelts offered at 30-32c fob. shipping points but no takers. Buyers talking around 28-30c. Pickled skins quiet. Last sales were at $10.50, $10.75 and $11.00 per dozen, as to sellers.

Dry Sheepskins Spotty

Further weakness developed at Australian sheepskin auctions last week with reports that at Sydney, 49,000 skins were offered and generally par to four pence lower, while at Melbourne, 25,400 skins were offered with the 50s and up, 60s and up, par to two pence lower. All other descriptions one to four pence lower. Following late declines, some moderate sales made to pullers here as prices have come down more in line with their views.

Some limited activity in the local market on foreign shearlings. Buyers want quick delivery and not interested in goods for shipment.

Some small sales of Peruvian slats to Europe as more interest has developed. However, most shippers are refusing such bids and trades are at a minimum. No interest in slats in this country.

Hair sheep markets remain slow and nominal. Some inquiry for Brazil cabrettas, especially for "specials" but few of these offered and then shippers want to include the "regulars," which will only be taken at a price. Mixed lot 1/3rd specials, 2/3rd regulars, sold at $13.50 cif. Cape glovers difficult to sell here.

Occasional sales noted of shade dried Mombasas but here, too, shippers can do better in Europe. Buyers and sellers continue firm in their ideas on Addis-ababa butcher skins. Not many Nigerians offered as the kill is small at origin. Mochas and dry salted Sudans nominal with no late sales or offers.

Pickled Skins Unchanged

Little change in foreign or domestic skins with offers small and few sales. In the foreign end, with New Zealands in between seasons and no offers from Argentina or at prices above buyers' views, sales of late have been at a minimum.

Iranian pickled sheepskins move from time to time on spot and interest in Spanish skins but asking prices usually above buyers' views, resulting in limited sales. Domestic skins selling at $10.50-11.00 per dozen.

Reptiles Slow

Some further quantities of Madras bark tanned whips, 4 inches up, averaging 4½ inches, 70/30 selection, sold at 72c and similar cobras but 80/20 selection, sold at 46c. However, further offers of cobras failed to interest buyers.

More offers of U.P. whips, but shippers have firmed up in their ideas, some asking 64c for 4 inches up, averaging 4½ inches, 60/40 selection. Buyers' ideas considerably less although some believe buyers would pay 61c on good lots.

Some alum tanned water snakes, averaging 3¼ inches, selling at 13c though some shippers still trying for 13½c. Bengal back cut lizards, 10 inches up, averaging 11 inches, 80/20 selection, held at 65c and buyers' views 60-61c. Season is over on back cut tejus. Siam market slow and nominal.

Deerskins Firm

Brazil "jacks" firm and cannot be bought under 65c fob., basis importers. However, as there are relatively few offers, it is difficult to test out the market. No offerings of New Zealands so that market is considered nominal awaiting some sales. Sellers have come down slightly on Honduras but asking price still above buyers' views. No late offers from Siam with shippers quite firm.

Pigskins Stronger

Market at origin 10-15c stronger than last week with reports that some fair sized sales made at the new levels. Not many offers of Manaos peccaries with some greys sold at $1.75 fob., basis importers. Not much interest in blacks. Most of the activity of late has been in Para and Bolivian peccaries although it is getting difficult to make exports out of Bolivia.

Paraguay peccaries held at $1.85 fob. while best bids on Paraguay carpinchos $2.50 fob., with $3.00 fob. asked. Buyers will not better $2.50 fob. for Chaco carpinchos with shippers talking about 25c more.

Goatskin Prices

	Today	Last Month
INDIA & PAKISTAN		
Amritsars (1200 lbs.)	$7½-8	$7½-8
Best Patnas	$5.50	Nom.
Mozufferpores	$7.00	$5½-5¾
Dinajpores	Nom.	Nom.
Daccas	Nom.	Nom.
Calcutta Kills	$7-7¼	Nom.
Cocoanadas (1.70/1.80 lbs.)	$8¼-8½	$8.25
Deccans (1.70/1.80 lbs.)	$8¼-8½	$8.25
CHINAS		
Szechuans, lbs.	Nom.	Nom.
Hankows, lbs.	Nom.	Nom.
Chowchings, dz.	Nom.	Nom.
MOCHAS		
Berberahs	$8¼-8½	$8¼-8½
Hodeidahs	Nom.	Nom.
Battis	$11½-12	$11½-12
Batti types	$9½-9¾	$9¼-9½
Addis-ababas	$8.25	Nom.
AFRICANS		
Algiers	$8.25	Nom.
Casablancas	Nom.	Nom.
Marakesh	Nom.	Nom.
Constantines	$8.25	Nom.
Orans	Nom.	Nom.
Tangiers	Nom.	Nom.
West Province Ex. Lts.	40c	40c
Port Elizabeth Ex. Lt.	38c	38c
Nigerians, lbs.	85c	88c
Mombasas, dz.	$9¼-9½	$8¼-9.30
LATIN AMERICANS		
Mexicans		
Metanzas, etc. (flat)	Nom.	Nom.
Oaxacas	Nom.	Nom.
Venezuelans		
Barquisemetos	38c	37½c
Coros	31c	36½c
Maracaibos	Nom.	30c
La Guayras	Nom.	Nom.

MANUFACTURING SPECIALISTS—FATLIQUORS, SULPHONATED OILS, HARD GREASES AND SOAPS FOR TANNERS

The Services of our Research Laboratory are at your Disposal.

WHITE & HODGES, INC.

Everett, Massachusetts (Boston Postal District)

Not merely a name, but a brand of Distinctive Excellence.

News Quicks

About people and happenings coast to coast

Maine

• A new moccasin manufacturing plant has been opened in Brewer by Frank D. Allen and Arnold S. Tucker, head of **A. J. Tucker and Son.** The new firm will operate at the present Tucker plant, which is being enlarged to accommodate about 100 more workers. The new company will make women's loafer-style moccasins with production scheduled to begin in Nov. Tucker is chairman of the board and Allen is treasurer.

• **Clarence Terrill** has joined Panther Moccasin Mfg. Co., Inc., of Auburn as lasting room foreman. He replaces Germania Greco who has retired. Terrill was formerly lasting room foreman at Freeport Shoe Co., of Freeport.

Ohio

• Employes of **Premier Pattern Co.,** Cincinnati, have been granted an increase of 11 cents per hour by the Wage Stabilization Board. The increase is effective May 1, 1952. Workers are represented by the Boot and Shoe Workers Union, AFL.

• **Joyce, Inc.'s** new plant recently leased in West Union is currently making 500 pairs of shoes per day, according to William Joyce, Jr., president. The company has headquarters in Pasadena and has leased the West Union plant to expand production in the Mid-West.

• **Diamond Alkali Co.,** leading producer of basic chemicals, has formed two new subsidiary companies to handle its rapidly-increasing volume of export sales. The new concerns, both incorporated in Delaware, began activities on Sept. 1. Diamond Alkali Inter-American Corp. will be sales outlet for Latin-American sales and other Western Hemisphere countries outside the U. S. Diamond Alkali International, Inc., will serve all other areas of the world. S. S. Savage has been elected president of both export companies.

• **Selby Shoe Co.,** Portsmouth, has granted some 1800 employes a wage increase of three cents per hour, effective Aug. 23. The increase is automatically provided by an escalator clause in the firm's contract with United Shoe Workers of America, CIO. Workers are given a three-cent increase for each five-point advance in the cost-of-living index of the Bureau of Labor Statistics. The company's last wage hike was granted Nov. 24, 1951.

Pennsylvania

• The new Martinsburg plant of **Altoona Shoe Co.,** Altoona, is scheduled to swing into production by Oct. 15 with some 150-200 workers on the payroll, according to Joseph Fels, general manager of the firm. The new plant, which cost $250,000 with machinery, contains 32,000 square feet of working space and is a one-story steel and cement block structure. Fels reports that employment is expected to reach at least 350, of which 75 percent will be women. The firm is one of several plants now operated by Evy Footwear, Inc., of Brooklyn.

Georgia

• **Bona Allen, Inc.,** Buford, is reported planning to build its tannery warehouse recently destroyed in a fire. Loss was estimated at $50,000.

Illinois

• **Hooker Electrochemical Co.** is opening a new sales office at One North La Salle St., Chicago. Charles Y. Cain, Hooker's sales representative in Chicago since 1945, has been named district sales manager while Donald McKechnie is Chicago office manager.

New Hampshire

• A new shoe factory will be opened in **Rochester** in the near future if present plans materialize, according to John W. Morphy, a local businessman. The firm will make women's low-priced novelty shoes and will employ about 300 workers. Morphy, who will head the firm, said he will be assisted by three additional shoe manufacturers wohse identities were not immediately disclosed.

Tennessee

• The National Labor Relations Board has ordered **General Shoe Corp.,** Nashville, to cease and desist from certain unfair labor practices. The Board's decision was rendered after examining company relations with worker-member of the Boot and Shoe Workers Union, AFL.

Massachusetts

• Assignee's sale of assets of **Feinzig & Gordon Mfg. Co., Inc.,** Boston manufacturer of plastic and leather bags, brought a total of $2,600 in various lots, it is reported.

• **Brockton** shoe workers pay rates will remain at current levels until next March despite recent increases in the cost-of-living index, according to Earle F. Snow, president of the Brotherhood of Shoe and Allied Craftsmen.

CUTTING, PERFORATING, MARKING DIES





MANUFACTURERS
Cutting, Perforating, Marking Dies.
Also Machine Knives.

DISTRIBUTORS
Fales Clicking Machines and Seelye Beam Die Presses.

ALSO
Knox celebrated Ribbon Type Stitch Marking Machines.

Write, Wire or Phone

INDEPENDENT DIE & SUPPLY CO.
LaSalle near Jefferson
ST. LOUIS 4, MISSOURI
Phone: GRand 2143

Associate
NEW ERA DIE CO.
Red Lion, Pa.

Under the union's present contract, workers are entitled to an automatic increase of one cent an hour for each 1.33 index points rise above the Nov. 1951 index of 188.6. Latest index figure is 190.8. However, the next wage re-opening is not due until next March.

• **Stanley L. Baron Co.,** Boston dealer in shoe fabrics and materials, is now offering a new sock and quarter lining material under the name of "Barotex." The material is made of saturated cotton flannel with a high-resistance vinyl face. It is being used for quarter linings for men's and children's shoes and for sock linings in California process shoes.

• Charles Batchelder, president of **Wright-Batchelder Corp.,** Boston, developer of thermo-plastic welting called "Dryseal," reports the company broke its former sales record on order of "Dryseal" welting received during July. Highest previous month had been Oct. 1951.

• The **Haverhill** shoe industry has been hard put to find workers needed for increased production during the past month. The local office of the State Division of Employment Security reports it has been unable to fill orders for new or experienced shoe workers.

• **Ebinger Bros. Leather Co.** has consolidated its Boston sales office and shipping department with its main plant in Rowley. The move is aimed at increasing efficiency of operations.

New York

• **Grossman, Inc.,** has started production on its line of unlined wedges at its plant at 524 Broadway. The firm is successor to Grossman's Shoes, Inc. Emanuel Grossman, president, and Gene Lampal, vice president and secretary, are principals of the new firm, which plans to expand its line shortly.

• **M. Beckerman & Sons, Inc.,** New York footwear manufacturer, has moved its general offices and show rooms from 22 W. 32nd St. to 1220 Broadway.

• Assignee's sales of **Glamour Footwear, Inc.,** Brooklyn footwear manufacturer, realized about $3,300, it is reported.

• **Kaiser Binding Co.** has been organized at 200 Kosciusko St., Brooklyn, to manufacture shoe bindings for the volume and casual trade. Owner is Joseph Kaiser, formerly of Kaiser Sales Co. The new firm is offering Kaiser's folded binding and a new french cording.

• The Marketing Division of the **American Management Association** will conduct a series of 10 workshop seminars between Sept. 1952 and Feb. 1953. Five meetings will be held in Chicago, Oct. 8-10, and the balance in New York, Dec. 3-5. In addition to marketing, fields covered will include personnel, finance, general management, insurance, manufacturing, office management and packaging.

• The **New York Shoe Superintendents' and Foremen's Association** will hold its first social event of the coming 1952-1953 season at the Hotel Commodore, New York City, on Oct. 18. Members will attend a dinner-dance on that evening.

• **Hirsch Fabrics,** New York, has added a shoe fabrics department. Nathan Winter will head the new de-

SHOE & LEATHER FAIR

WELCOME TO BRITAIN
for the
EARLS COURT
LONDON
NOVEMBER 17-21

SHOE & LEATHER FAIR

Earls Court, London, W.14., November 17-21

The Shoe & Leather Fair extends a warm invitation to all its overseas friends to share its achievements and attractions in 1952. It has established for itself an unrivalled reputation as *the* meeting place for the buyer and the seller. It presents new ideas, new methods, new machinery and new products—and the newest in footwear fashions. It is an opportunity which nobody concerned in the production and distribution of footwear can afford to miss. Apply for complimentary tickets to the Editor.

THE SHOE & LEATHER FAIR

Recognised throughout the World as the Trade Event of the Year in Britain.
Organised by the Shoe & Leather Record on behalf of
The Shoe & Leather Fair Society Ltd., Granville House, Arundel Street, London, W.C.2.

WRINGER FELTS

F. C. HUYCK & SONS
Kenwood Mills, Rensselaer, N. Y.

For long life and best all-round results specify KENWOOD WRINGER FELTS

for your: Stehling Continuous Feed Leather Wringing Machine • Stehling Combination Putting Out and Leather Wringer • Quirin Wringer

KENWOOD TEXTILE PRODUCTS

partment. Among the fabrics to be handled are nylon mesh, nylon laces, shantungs and satins.

• **Melvin Henkin, Inc.,** New York kid tanner, is now offering a new washable line of double waterproof and sweatproof lining kid leathers. Use of a newly-developed finish has added the washable quality. The firm will display its new line at booth 65 at the Leather Show.

California

• **Everston Footwear Co.** has been organized in Los Angeles to manufacture footwear at 8657 West 3rd St. Joseph H. Everston is principal.

New Jersey

• Attorney is reported drafting a new Chapter XI plan for **Hobby Footwear, Inc.,** Passaic shoe manufacturer. The lawyer, acting for a creditors' committee, is expected to offer a plan calling for seven and one-half percent cash, two and one-half percent payable in four months, and 25 percent in certificates of indebtedness to be paid out of profits.

Michigan

• **Hooker Electrochemical Co.,** Niagara Falls, N. Y., has started construction on a $12 million chlorine and caustic soda plant at Montague, according to R. W. Hooker, vice president in charge of sales. The plant site consists of approximately 800 acres near White Lake and covers a large salt deposit from which the company processes a variety of chemicals.

Wisconsin

• **Frank C. Norman** of Marathon Corp., Chemical Division, Rothschild, Wis., who progressed from control chemist to advertising manager of the division in recent years, has been appointed in charge of sales in the New England and Northeastern states. Primarily interested in the tanning field, Morman has an intimate knowledge of new tanning methods and materials. He will serve all processing industries in his territory.

• **The Leather and Allied Trades Associates** of Milwaukee and the **Hide and Leather Association** of Chicago have announced they will sponsor jointly a golf-outing on Friday, Sept. 12, at Glen Flora Country Club, Waukegan, Ill. The annual "shore dinner" will be held in the evening. Tickets are available at the Club and cost $11 each.

Rhode Island

• **Master Belt Co., Inc.,** has been formed to manufacture men's and boys' leather belts at Brookside Ave., West Warwick, R. I. Willaim Ewanyk is president.

Pennsylvania

• The item in L&S Aug. 23 issue stating **Cove Shoe Co.** was opening in Martinsburg was in error. The new factory is named **Martinsburg Shoe Co., Inc.,** and is owned by M. J. Billig, who operates Evy Shoe Co., Inc., of Brooklyn. The Martinsburg plant will operate as another branch of the parent company. Production is scheduled to begin within the next month although only a small part of the machinery has arrived as yet. Capacity employment will include 350 workers.

• **Vincent M. Risano,** formerly treasurer of Sylvania Shoe Mfg. Corp., McSherrystown, Pa., and in charge of the company's cutting department, leather buying and production, has liquidated his interests in the company and resigned his offices. Risano reports he no longer has any connection with the firm.

Sulfonated Oils and Fat Liquors

Sulfonated castor oil, sulfonated neatsfoot oil, sulfonated cocoanut oil, sulfonated peanut oil, sulfonated linseed oil, sulfonated sperm, and sulfonated soya-bean oil.

High and Low Sulfonation and Special Grades

FINETEX, INC.
Manufacturing Chemists
POMPTON PLAINS, N. J.
Post Office Box 414
Route 202 and Jackson Avenue
Phone: Terhune 5-2520

but — what *YOU* want is *Experienced* Help!

Get it—then—where you have the best chance to get it — through a classified ad addressed to the entire industry in LEATHER AND SHOES! Your "keyed" and confidential message will reach thousands of executives. L&S Want Ads have placed many top men in suitable positions.

LEATHER and SHOES
300 WEST ADAMS ST., CHICAGO 6, ILL.

Artisan Controlled LEATHERS

- **WATERPROOF** *Upper Leathers*
- **CHROME RETAN** *Sole Leathers*
- **MECHANICAL LEATHERS**
- **LATIGO & LACE**

Write, Phone, or Wire us for Quotations

MANASSE-BLOCK TANNING COMPANY
BERKELEY BERKLETAN CALIFORNIA

Canadian Notes

• **Bata Shoe Co.** of Canada, Ltd., which operates a large shoe plant in Batawa, Ont., and a coast-to-coast retail chain, has opened its 65th store in Canada's capital, Ottawa. The new retail outlet is one of the company's largest and most modern stores.

• **Breithaupt Leather Co., Ltd.,** is discontinuing wet processing operations at its Kitchener, Ont., tannery. Operations are being transferred to Hastings, Ont., and Penatanguishene, Ont., where it has two other tanneries. Remaining in Kitchener are the chemical laboratory, the cut sole division and headquarters offices.

• Top men of the **Canadian shoe industry** gathered recently at the Chateau Laurier Hotel in Ottawa to discuss problems of the industry. In addition to shoe manufacturers, executives of the Canadian Shoe Retailers Associated were present.

Deaths

Joseph K. Farren

. . . 83, *shoe factory executive,* died suddenly on Aug. 27 at his home in Brockton, Mass. He had been suffering from a heart condition for some time. Farren retired from the shoe manufacturing business about 10 years ago. Prior to opening his own firm, he was superintendent at the Field & Flint Shoe Co. and Charles A. Eaton Co. for many years. He was a member of the New England Shoe Superintendents' and Foremen's Association. Surviving are his son, Dr. Edward B. Farren; and three daughters, Mrs. Henry C. Gill, Mrs. William V. O'Regan, and Miss Madelyn.

Rubin Bloom

. . . 57, *veteran shoe manufacturer,* died Aug. 25 in St. Elizabeth's Hospital, Elizabeth, N. J. A native of Roumania, he had been active in the shoe manufacturing business around New York City for many years. His home was in Roselle, N. J. Surviving are his wife, Mrs. Clara Bloom; a son, Joseph; and a daughter, Mrs. Loretta Messer.

Arthur J. Brennan

. . . 53, *shoe manufacturer,* died at his home in Randolph, Mass., on Aug. 27 after an illness of several months. He was for many years associated with Richards and Brennan Shoe Co. of Randolph. Brennan was also active in fraternal and religious organizations of his community. He leaves his wife; two sons, Robert and Arthur; a brother and two sisters.

Ephriam Braude

. . . *tanner,* died suddenly on Aug. 27 in New York City. Braude was president of Ephriam Braude Leather Co. of New York, side upper leather tanner, and had been active in the leather industry, particularly around the New York area, for many years. He leaves his wife; son, Stephen, who is sales manager and buyer of the leather firm; a daughter and three brothers.

(Other Deaths on Page 42)

WINSLOW

KIDDIE CHROME
FULL CHROME TANNED
LAMBSKINS

WINSLOW BROS. & SMITH COMPANY

STORES: BOSTON, 87 SOUTH ST. • NEW YORK, 12 SPRUCE ST. • CHICAGO, 173 NO. FRANKLIN ST.

NORMIL®
a leather by... Greenebaum

QUALITY LEATHERS

For dress wear our Normil is considered outstanding. A smooth, sleek leather of full chrome tannage, it has a calf-like finish and rich appearance. Made in both black and colors.

TANNERIES IN MILWAUKEE AND CHICAGO

J. GREENEBAUM TANNING COMPANY ★
CHICAGO MILWAUKEE BOSTON

SHOE PROFITS

(Continued from Page 8)

Those of us in the retail shoe business who have the responsibility of serving the huge popular price market, operate in a particularly dynamic and non-static atmosphere. Even tiny shifts in consumer habits, preferences, and wants must be spotted early. When we miss a boat it is never a canoe, and when we make a mistake it never can be a little one.

In trying to anticipate and evaluate changes that will affect our customer buying habits it seems to me we are performing a most vital function in the manufacturer-retailer relationship.

Decentralization A Factor

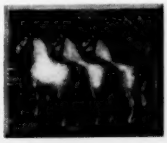
Perhaps this can best be illustrated by reference to a current development, the end of which is still not in sight. I speak of the decentralization of retail locations. General Robert E. Wood, board chairman of my own company, is credited with having exerted a pioneering influence in anticipating how the automobile would change shopping habits. Many years ago Sears backed this opinion with a huge program of building stores away from downtown locations. In comparatively recent years the corollary to this trend involves the establishment of huge retail shopping centers often in locations completely remote from other stores and often not even immediately adjacent to residential areas. Retailing has invested hundreds of millions of dollars in this new trend and has encountered great successes as well as some not so favorable experiences.

The implications to chain store distribution are of the highest significance since specialty stores, both chain and independent, traditionally rely on the generation of maximum shopping traffic for their success. I refer to these factors because I feel it is important for manufacturers to realize just one of the ways in which their customers, the retailers, must constantly be on the alert and must constantly be ready to make major shifts in their thinking, planning and investment, in order to maintain and improve the distribution of factory products.

While no information is more important to a retailer than the knowledge of market potentials, and of current and future trends of his customer's buying habits, far too often this subject is surrounded by a mumbo-jumbo of pseudo-scientific and mystic approach. Both the retailers and the manufacturers in our industry who will forge ahead will do so because they will neither wait to play follow-the-leader nor will they wait for some grandiose industry-wide research programs to show them in what direction to go and what to do when they get there. Certainly the scientific approach, to use the expression loosely, is important, but no member of our industries, no matter how small his business may be, should be frightened off by that term.

For example, the movement of population and the changing characteristics of population are easy enough to read and understand. A simple clocking of traffic passing a given point on Main Street used to be enough to decide whether a store at that location could succeed. Now there are refinements in techniques for measuring marketing opportunities which are available and are not costly. I know of analyses that are being used most advantageously by retail companies. These show quite objectively what types of stores are doing what percentage of business in any given line of merchandise in any city; what share of that business a particular store is getting and whether that store is doing as well in any category it carries as the store as a whole is doing, compared with other stores of its type.

To increase the per capita purchase of footwear we would all go to almost any lengths, individually and collectively. Statistics show that despite our constant efforts and our perennial belaboring of this issue, not much has been accomplished. Our failure can be charged to either trying to go in the wrong direction, not using the right tools, or perhaps engaging more in conversation than in action. In recent years the pendulum has swung from seasons of extreme diversity and variety of styles



Huch for

genuine shell cordovan — "*the platinum of leathers*" — for shoes, men's belts, military belts and holsters, and shark print cordovan for tips on children's shoes.

The Huch Leather Co.
1525 W. HOMER STREET • CHICAGO 22, ILLINOIS

HAYE & BARNES, INC. • 93 South Street, Boston FRED SCHENKENBERG • Dallas, Texas
A. J. & J. R. COOK, INC. • Los Angeles and San Francisco HARRY BLOCH • Havana, Cuba

KORN LEATHER COMPANY
TANNERS OF
Splits
FOR EVERY PURPOSE
Side Leather
MEN'S AND WOMEN'S
IN THE POPULAR PRICED RANGE
PEABODY, MASS., U. S. A.

to seasons of comparatively small numbers of styles, yet no appreciable change has been recorded in the per capita consumption of shoes. I would, therefore, be inclined to rule out the mere presentation of percent more styles as the major solution for increased per capita sales.

On the other hand, when the men's shoe business discovered a sound premise for presenting an array of lightweight types, sales were made to men that otherwise could not have been made. I say this advisedly even though sales figures may show that the men's shoe business still lags behind other categories. In this case, however, I firmly believe that we would have been immeasurably worse off without the stimulus of new summer weight types for men. Here it was necessary only to recognize and properly evaluate the fact that a revolution in men's warm weather dress has begun.

How much have we, as industry, done toward providing footwear to be worn by people "in transit." Some of the transoceanic planes offer special slippers to passengers for their greater comfort during long flights. All of us have seen women on planes and trains slip off their dress shoes and get into something soft and easy. Aren't both women and men spending innumerably more hours in automobiles than ever before, either as drivers or passengers? Is there a woman's shoe being made today that is especially and ideally designed for a woman who drives a car?

These are but a few provocative questions that have occurred to me, and perhaps to you. I am sure if we set out to appropriate some hundreds of thousands of dollars for so-called consumer research, some of the things I have just mentioned would be included in the results, and perhaps a good many more. I am not suggesting such a program because I honestly believe that in this industry there is a capacity to observe clearly what is happening around us and to translate those happenings into opportunities for greater service and greater profit.

Is there a deep-seated psychological reason as to why people don't buy shoes more frequently? If there is, I suspect that another lavish appropriation to the professional scientific probers of our conscious and subconscious motivations might produce an answer as simple as this. "When I was a child, a pair of new shoes always hurt. That's why buying a new dress or a new hat is a pleasanter prospect."

Comfort Essential

In 1908 H. G. Wells published a small volume entitled "The Misery of Boots." He used the phrase as a springboard into a polemic about socialism, comparing it with shoes, new and old, painful and comfortable. His assumption that misery with feet is attributable to shoes is unfortunately a viewpoint which still is widely held.

If this be true, and there seems to be some good reason to believe it is—because every job of consumer research on shoe buying habits I have ever seen has emphasized that the Number 1 requirement is always "comfort," this industry has a fine opportunity. We in the industry know of the startling and even phenomenal advances which have been made in improving shoe comfort in recent years. These take the form of softer construction, improvement in lasts, better fitting techniques and more comfortable shoe materials. A fascinating aspect of this story is the fact that these achievements have been made without the slightest sacrifice in appearance or smart styling of footwear. Indeed, we can all think of instances where comfort features have assumed great style importance. Isn't it time for the industry to get positive instead of defensive about

FOR POSITIVE TACK DETECTION

ADRIAN

X-RAY Shoe Inspector





Visual fluoroscopic inspection — no fingertip searching to locate sharp tack points. Shows entire shoe interior, shank, staples at a glance.
Faster—one employee with Adrian X-Ray can do the work of two using other means.
Easy—requires no training to operate with expert efficiency.
No Installation Problem—One self contained unit on castors for easy location — uses ordinary 110 volt, A. C. current — only 30" x 30" floor space.
Class A, Cabinet Type Unit—Totally enclosed, totally protective. Built to American Standards Ass'n. Specs.
Guaranteed—Sold outright or leased.

Full details on request.

M. B. ADRIAN & SONS
X-RAY CO.
352 E. Ward St., Milwaukee, Wis.

EYELETS

THE BEST IN EYELETS AND EYELET SETTING MACHINES

ATLAS TACK CORP.
FAIRHAVEN, MASS.

SUEDE
CALF

CARR-BUCK GRAIN CALF

CARR LEATHER CO.
183 Essex St., Boston, Mass.—Tanneries at Peabody

the ways in which its products are meeting such basic human wants?

In the vast field of product research with all its ramifications, every branch of our industry from leather to retail has a challenging job to do. Last fall in Chicago I was privileged to attend the annual meeting of the Tanners' Council and listen to one of the most stimulating talks I have ever heard. It was made by Clifford Roberts who heads the Research Division of the United Shoe Machinery Corporation, and even though that speech is almost a year old I urge everyone who has not read it to do so. (Editor's note: See LEATHER AND SHOES, Nov. 3, 1951.) In his report, Mr. Roberts disclosed some of the laboratory research which I am sure is still in progress, aiming at the eventual production of a new kind of leather offering possibilities of improved product as well as uniformity of quality and efficient manufacture. Certainly that kind of research is vitally needed and deserves the strongest kind of industry interest and support. It has always been my personal opinion that promotion and publicity should follow successful achievement in research.

Non-Leathers Gaining

There is no escaping the fact that non-leather materials have gained a substantial position in the manufacture of shoes. The last time I looked, leather soles were used on only 41% of all shoes. While not all the new materials are equal in performance, it is obvious that in the main a large percentage of the shoe-wearing public is finding them acceptable in the ways in which they are being used. Certainly the tanners are involved in the most intense kind of competitive struggle for their major market; they can hardly be criticized for using all the weapons they can find to help themselves. I believe that product research, while long-range in nature, is the strongest weapon they have available.

The shoe manufacturing industry should take great pride in its program of technological research which encompasses factory management conferences and study of manufacturing problems and developments both here and abroad. If fully pursued this program must be productive of the finest kind of public relations for the industry.

As perhaps you can gather, I believe that the most effective public relations by an industry is achieved through improvement of its products. Most often this results from individual company efforts, but it does benefit from the guidance and stimulus of industry-wide programming.

For the immediate future, this is how business prospects appear to us, and I report as much from a consensus of shoe chain store opinion as I do from our own company thinking.

National income this fall is expected to run about 2 percent higher than last year. The spring of 1953 would also show about a two percent increase over the spring just passed. During the two Korea buying sprees in the summer and winter of 1950, spending in retail stores ran about 10 percent higher than was justified by the income of the nation at that time. The aftermath was felt throughout most of 1951 and into the early part of 1952 when sales ran about 4 percent less than the income of that period would support. There has been a modest improvement in the spending ratio in the past few months and we look forward to further modest improvement throughout the balance of this year and into the first half of next year. This should mean better retail sales during the balance of this year and the first half of 1953. As far as soft goods and shoes are concerned, we would project about a 6 percent increase in dollar sales for retail merchandisers across the contry this coming fall and a similar increase in the spring of 1953.

In summary, more efficient production, based on greater specialization and more uniform operating schedules, can lead to lower costs and even better product values. Economic history demonstrates that lower unit cost and improved product inevitably contribute to an expanding market. I have not the slightest doubt that an expanding shoe market will offer to all segments of our industry an opportunity for increased profits.

— END —

DEPENDABLE for QUALITY

STRIPPINGS by GAYWOOD



Always...

CUSTOM-MADE to fit your needs

...in leather or fabric of every type, plain or in colors, to your exact specifications. What are your needs? GAYWOOD quality and delivery are tops.

WRITE FOR SAMPLES AND PRICES

ALWAYS
• UNIFORM
• ALL COLORS AND COMBINATIONS
• PROMPT DELIVERY

REPRESENTATIVES
H. A. Cohen, San Francisco
Harold Mayr & Associates, Milwaukee
Alfred G. Schwab, Cincinnati
J. P. McGrath & Son, Rochester, N. Y.
P. C. Fernandez & Co. Ltd., Havana, Cuba
Vogel Holmholz, Baltimore
Agents in Many Foreign Countries

GAYWOOD
MANUFACTURING COMPANY
1906 PINE ST. • ST. LOUIS 3, MO.
SERVING AMERICA'S LARGEST SHOE INDUSTRIES

Here are 3 SHOE PRODUCTS THAT SAVE PENNIES



INNERSOLES
PLATFORMS
WEDGIES

LYNN INNERSOLE CO., ALLSTON, MASS.

TANNERY WASTE

(Continued from Page 15)

successful in experimental plants, but the high cost of such treatments has prevented their wide use. Precipitation using various chemicals has been studied and found effective but expensive; the sludge disposal problem is difficult. From this maze of experimental work and reports the modern process gradually emerged. In 1941 the Tanners' Council surveyed the existing treatment plants and 32 data were from plants of the primary sedimentation type.

Committee on Stream Pollution

This committee of the American Leather Chemists' Assn. was formed in the fall of 1938 to assist the industry with problems involved in disposal of tannery wastes. The principal function of the committee has been collection and dissemination of information, and to date it has made six prime contributions.

Survey by the Tanners' Council. In 1941 the Tanners' Council Survey, covering disposal plants then in operation, received data from 32 plants; all were of the primary sedimentation type. One sent the effluent to a filter bed and one sent the effluent to a municipal plant to be further treated with domestic sewage. Five plants used secondary sedimentation, and five plants lagooned colored spent tan wastes. Replies from these installations were analyzed and described under the following tanning categories.

- Heavy leathers
  - Vegetable
  - Chrome and vegetable
  - Chrome
- Light and heavy leathers
  - Chrome and vegetable
- Light leathers
  - Chrome and vegetable
  - Chrome

The various plants were described in tables which gave the following data:

- Design capacity in gallons
- Detention period in hours
- Pounds of hide processed per day
- Volume of raw wastes
- Total settling capacity
- Treatment
- Type of sludge removal
- Disposal of sludge
- Plant efficiency
  - Settleable solids
  - Suspended solids
  - 5-day B.O.D.
- Disposition of effluent

Survey of Literature — 1907 to 1944. The entire October 1944 issue of the *Journal of the American Leather Chemists' Association* is devoted to this survey. All available literature not covered by the 1911 committee was abstracted in detail, and the results are exceptionally informative; 121 references are included.

Continuation of Abstracts. All pertinent literature has been continuously surveyed, and through 1950 abstracts of 54 additional references had been included in the journal.

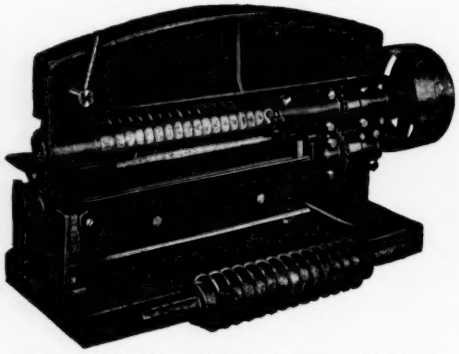
French Lick Symposium. This symposium occupied a full session of the Forty-Sixth Annual Meeting (1950) of the association; the following subjects were discussed:

1. Stream pollution and the leather industry
2. The tanners' role in the water pollution control program
3. Treatment and recovery of chrome wastes.
4. Treatment of vegetable wastes
5. Tannery waste disposal at Bolivar, Tenn.

This last subject is of particular interest because the tannery at Bolivar, Tenn., is a typical large tannery and one of the very few that has been built recently. It was planned and constructed by an organization that has adequate engineering and technical facilities. Waste disposal was a principal factor in determining the selection of the site and the construction of the tannery.

Recommendation to A.L.C.A. Council. The committee has informed the governing body of the association that the urgent necessity to eliminate water pollution by tannery waste requires facilities and personnel not now available to many units in the tanning industry and suggests that such facilities and personnel be obtained and supported by the Tanners' Council, Department of Leather Research, and be made available to the industry on a lend-lease basis.

WHEELER



Open end Welt and Lace Cutting Machine
for cutting
WELTINGS STRAPS *and* SPECIALTIES BELTING
FELT STRIPS LACE LEATHER
HASKELL—HALL, INC., 36 Webb St., Salem, Mass.

FAT LIQUORS
For every type of leather
Manufactured by
THE MARTIN DENNIS COMPANY • Newark, N. J.
A Division of
DIAMOND ALKALI COMPANY
Cleveland 14, Ohio
CHEMICALS FOR THE LEATHER INDUSTRY
DIAMOND ALKALI CHEMICALS ®

TABLE I. TANNERY WASTE DISPOSAL METHODS—1951

Town	No. Tanneries	Treatment			Effluent to	
		Screen	Primary	Special	Tannery	Municipal
Waukegan, Ill.	1	Yes	Yes	Yes	Lake	Lake
Sheboygan, Wis.	1	Yes	No	No	Municipal	Lake
Ridgway, Pa.	1	.....	Yes	Yes	River	River
Bolivar, Tenn.	1	Yes	Yes	Yes	River	River
Cincinnati, Ohio	3	.....	No	No	Municipal	River
Wilmington, Del.	10	.....	No	No	Municipal	River
Johnstown, N. Y.	13	.....	No	No	River	River
Milwaukee, Wis.	15	Yes	No	No	Municipal	Lake
Philadelphia, Pa.	15	.....	Yes	No	Municipal	River
Chicago, Ill.	16	Yes	Yes	No	Municipal	River
Gloversville, N. Y.	22	Yes	Yes	Yes	Municipal	River
Salem, Mass.	26	.....	Yes	Yes	Municipal	Tidewater
Newark, N. J.	27	.....	No	No	Tidewater	Tidewater
Peabody, Mass.	39	.....	Yes	Yes	Municipal	Tidewater

Participation in New England Industrial Wastes Conference. The paper, "Disposal of Tannery Wastes," by Camp, is comprehensive. It stresses mixing tannery effluent with domestic sewage and the prevention of sulfide odors.

Disposal of Wastes Today

Liquid wastes treatment and disposal methods for 190 tanneries, 44% of the U. S. total, are analyzed in Table I. These tanneries represent a cross section of the industry as to size, hides or skins tanned, processes used and leathers produced. Their concentration in a few places makes the collection of data on their pattern of waste disposal fairly simple. Only four plants, less than 1%, were selected arbitrarily. These isolated tanneries (1 per town) at Waukegan, Ill., Sheboygan, Wis., Ridgway, Pa., and Bolivar, Tenn., are included as examples of tanneries that have used unusual initiative and enterprise in solving their disposal problems.

The two Dorr tanks at Waukegan, Ill., have been in operation about 30 years. They are still doing an excellent job, reducing suspended solids by 85% and B.O.D. by 50%. Because of the beamhouse process, the influent to the tanks has an unusually low B.O.D. for tannery waste; this makes the percentage reduction appear to be small. Grease is recovered in the tannery. Chrome waste can be segregated and recovered as conditions require. Colored, vegetable tan (bark) wastes are segregated and lagooned on tannery property. The North Shore Sanitary District, the Illinois State Board of Health, and the Chicago Sanitary District concurred that operation of the Dorr tanks was satisfactory and that effluent is comparable to effluent from the municipal (North Shore Sanitary District) plant which gives primary treatment only.

Installation of a mechanical screen at Sheboygan, Wis., has appreciably reduced load on the municipal plant.

The plant at Ridgway, Pa., represents the ultimate in tannery waste disposal methods. Waste is given secondary sedimentation and flow is equalized over a 24-hour period. Sludge is dried centrifugally. Plant efficiency is better than 90% which is now required by rigid Pennsylvania laws.

Disposal at Bolivar, Tenn., was planned prior to erection of the tannery. A dual lagoon primary settling system is used. Ferric sulfate is used to combat odor when required. The effluent to the river always has at least a 100 to 1 dilution.

There is no municipal treatment at present at Cincinnati, but it is contemplated. This may require primary treatment at the tannery.

There is no municipal treatment at present at Wilmington, Del. Disposal plans are being considered, but primary treatment at tanneries is not contemplated. The municipal cleanup here has been retarded because rivers entering the state are already sewers—for example, the Delaware River.

The situation at Johnstown, N. Y., is no doubt the worst to be considered here. Tannery waste treatment is haphazard, if any, before the wastes enter Cayadutta Creek and travel about 5 miles to the Mohawk River which empties into the Hudson after about 50 miles. The effluent from Gloversville municipal primary treatment plant, which accepts wastes from 22 tanneries, empties into Cayadutta above Johnstown. The State of New York is now investigating this situation.

Milwaukee Handles Problem

From Milwaukee through the medium of Milorganite, tannery sludge is distributed on a nation-wide basis in a useful form. Tannery waste is considered a very strong waste, but it soon loses its identity (population is better than 500,000). The chrome, if any, in Milorganite is not detrimental. Tanners are encouraged to retain all solids possible. Tannery wastes have little value as fertilizer and are considered to be a necessary evil.

Municipal plants are under construction at Philadelphia, Pa. Wherever tannery sewage goes to such plants primary treatment is required.

Primary treatment at the tanneries in Chicago is not efficient. The Chicago Sanitary District has proposed a tax (on tanneries and other indus-

Jacques Wolf Chemicals
PRODUCE HIGH GRADE LEATHER

SYNEKTAN O-230
FAT LIQUOR L-90B
For White Leather At Reasonable Cost
White Leather In Sheep, Goat, Calf Or Sides
White Tan In Combination With Chrome
White Nubuck, White Suede
White Bleached Chrome Stock
White Extract Type Of Leather

FUNGIZYME BATES
AS — BS — CS
Pancreatic bating salts of standard, controlled quality.

SULPHONATED OILS
(Various Bases)

MONOPOLE OIL
(For Finishing)

Samples and information upon request.

Plants in
Clifton, N. J.
Carlstadt, N. J.
Los Angeles, Calif.

JACQUES WOLF & CO.
Chemicals PASSAIC, N. J.

tries) based on volume, suspended solids, and B.O.D.

The Gloversville, N. Y., plant was once an advanced treatment plant, but owing to increasing loads has gradually become outmoded. A new plant is now under consideration. The present primary treatment at tanneries is under rigid city inspection and control; grease separation is mandatory. The new plant is expected to eliminate all treatment at the tanneries.

Primary treatment at Salem, Mass., is considered to be adequate in the large plants but not so in the smaller ones. These tanneries are in the South Essex sewerage district which prohibits caustic lime in excess of 75 p.p.m. Aeration with flue gas is used to reduce caustic alkalinity, and there are numerous references to this process in the literature. The municipal treatment consists only of pumping combined wastes to outfall sewers discharging in the Atlantic Ocean. The low gradient causes lime clogging difficulties. The experience here seems to conflict with Peabody, Mass., which is in the same sewerage district.

Newark Best Location

The tanneries in Newark, N. J., seem to be in the best possible location in so far as waste disposal is concerned. They empty into the Passaic Valley trunk line sewer, which empties into the Atlantic Ocean. There appears to be no state or local regulation and no trouble.

The Peabody, Mass., tanneries are also in the South Essex sewerage district and the requirements are the same as for Salem. Flue-gas treatment has proved impractical and has been discontinued. The district has resorted to mechanical removal of lime scale from the sewer lines. The sanitary district regulates lime, solids and grease content, but grease contamination of sea beaches is reported. The primary treatment is efficient only in the larger units of the tanning and other industries. Peabody, Salem, and Danvers have a common municipal pumping plant or organization.


WRINGER

THE only successful press that prepares Sole Leather for drum Sole Leather tanning, extracting and oiling.

Also prepares both bark and chrome tanned sides and whole hides for the skiving and splitting machine.

Quirin Leather Press Co.

Olean, New York

Future Action

Much may be done inside tanneries to improve the character of the liquid waste and particularly to eliminate the presence of obnoxious materials. Use of natural vegetable tannins, the color from which is particularly difficult to remove from the wastes, will decrease. Kennedy states that there is no secret to the fact that the domestic supply of vegetable tanning materials is comprised almost wholly of the uncut stand of dead chestnut trees in the southeastern Appalachian Forests. On an optimistic basis, the remaining trees might supply a sixth of the industry's normal requirements for another 10 years. Beyond that time there is no source in the products of forest and farm that can be counted on to supply any significant amount of the leather industry's needs of tannin. Of the vegetable tanning materials being used currently, 70% are imported. In most cases the synthetic tanning materials (syntans) that are taking the place of natural materials have a much lower residual color to be imparted to the discarded wastes.

If some of the newer tannages such as the iron tannages introduce disposal problems, the tanner will find that he must solve the disposal problem along with his tanning process problem. One particularly nasty operation, "dog dung bating," disappeared many years ago and has been replaced with enzymes and chemicals.

Today there is only one operation in tanning where a high B.O.D. of the waste water is a measure of efficiency and that is in the washing of hides preparatory to entering the tannery processes. An excessively high B.O.D. from the other operations indicates poor chemical control and may even be a warning of serious damage to the hides in process. Today the tanners pay approximately $1.00 per pound for anhydrous hide substance and any abnormal loss of this hide substance will increase the B.O.D. of the tannery effluent.

Dimethylamine was introduced into the tannery to improve the unhairing process and subsequent leather quality. It was discovered later that this substitution of amines for sulfides in the beamhouse had brought about a remarkable reduction in the B.O.D. of the tannery effluent.

In many cases colorless materials may be substituted for colored ones. *p*-Nitrophenol and sodium pentachlorophenate are in common use as process fungicides. A few p.p.m. of the former imparts a definite color to the waste, whereas the latter is colorless.

One of the newer adjuncts to the chrome tanning process is the use of formates such as calcium and sodium. Their use results in a reduction in the amount of chromium needed and an increase in take-up in the quantity that is used. This, of course, means that less chromium is going into the waste liquor. The waste chromium has been reduced through other efficiencies, re-use of used liquors, and recovery of the chromium in the used liquors.

Pressures Bringing Results

Modern economic pressures are forcing tanners to make better use of their materials and fewer contaminants are finding their way into the sewers. As far as waste disposal itself is concerned the component wastes have been studied individually and collectively; their relative amounts and individual properties are known. All types of treatment have been tried experimentally and most have been thoroughly tested on a large scale. The literature is adequate and is replete with accurate data.

To the technical man in the tannery, the solution of the problem now depends on management. Balmer says that in larger plants the waste control organization could consist of a chief chemist or engineer (familiar with all plant operations and with authority to request assistance from technical and operating personnel when delving into the possibility of process changes), a laboratory, technicians, and engineering assistance for design and construction. The proper administration of a waste control program requires that top management establish a firm policy regarding abatement of all nuisance and toxic wastes and allocations of funds to do the job. When this type organization is too costly the technical staff of the pollution control agencies or professional consultants may be used. However, it should be kept in mind that waste disposal cannot be solved by merely installing equipment; it must be regarded as a component process in the manufacture of leather that requires the same supervision and control used in the tanning processes.

CLASSIFIED ADVERTISING

Wanted and For Sale

Machine For Sale

Sargeant wool and hair drying machine for sale.

Address H-6
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Lime Splits For Sale

Dutch Leather factory has for regular shipment: Whole hides Steer splits (Middle splits). Average weight 12-14 kg. Average thickness 2½ mm. Delivery c.i.f. U.S.A. harbor. Payment: Irrevocable letter of credit. Sample shipments of a dozen hides can be made on request. Write Box J-3, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Cash Buyers of All Grades of Animal Hair

Horse and Cattle Tails
Horse and Cattle Tail Hair
Mane Hair — Hog Hair

KAISER-REISMANN CORP.
230 Java St., Brooklyn 22, N. Y.
Telephone: EVergreen 9-1032-3

Help Wanted

Fitting Room Mechanic

FITTING ROOM MECHANIC wanted for Stitchdown factory making 3,000 pair daily. Located in Eastern Pennsylvania. Steady all-year round job. State salary desired. Address H-7, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Situations Wanted

Tannery Technician

TANNERY TECHNICIAN seeks position with reputable firm. Has over 30 years experience in tanning, dyeing and finishing of all types of vegetable tanned leather. Address G-17, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Development and Finishing

Experienced in finishing vegetable, chrome and retan leathers for dress Belts, Billfolds, and Shoes. Wide knowledge of finish compounding. Good chemistry background. Production minded. Desire position of responsibility in management of tannery. Address J-2, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Shoe and Tannery Finishes

Graduate Chemist with over 25 years' experience in development, supervision of production and demonstration of shoe and tannery finishes desires to be connected with manufacturer either on a full time basis or on a part time consulting basis. Address J-1, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Rates

Space in this department for display advertisements is $5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs $2.00 per inch for each insertion.

Undisplayed advertisements cost $2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and $1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday. Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Expert Tanner

Expert tanner of fine glove and garment leather from domestic or foreign hides from beam to finished products. Address J-4, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Stitching Room Foreman

Years of experience in ladies' novelty shoes. Desires position. Best of references. Write Box A-4, Leather And Shoes, 10 High St., Boston 10, Mass.

Assistant Superintendent

Experienced on women's medium and high grade novelties. Would prefer N.E. but will consider good opportunity elsewhere. Good background and references. Apply Box A-6, Leather and Shoes, 10 High St., Boston 10, Mass.

Packing Room Foreman

Available at once, exceptionally able man of long experience. An interview will assure you that this man knows his job. Go anywhere in N.E. Apply Box A-8, Leather and Shoes, 10 High St., Boston 10, Mass.

Stitching Room Foreman

This man available only because present employer moving out of N.E. Knows how to train help and keep production moving. Eight years on present job. Apply Box A-7, Leather and Shoes, 10 High St., Boston 10, Mass.

Cutting Room Foreman

Man of long experience and exceptional ability available September 1. Best of references. Will go anywhere. Apply Box A-5, Leather and Shoes, 10 High St., Boston 10, Mass.

SPECIAL MACHINERY FOR
WELTING
RANDS
HEELS
For Over 50 Years
THOMAS BOSTOCK & SONS
BROCKTON, MASS.

Schaefer
SHOE CEMENTERS

Practical for
SOCK LININGS — VAMPS —
BOX TOES — INNERSOLES —
LININGS — HEEL PADS



7" & 11" WIDE **FREE TRIAL**

Speedy! Versatile! Efficient! Schaefer Cementers completely and uniformly latex die-cut pieces of leather, cloth, faille, leatherette, fibre and paper. Convenient. Patented. Quick disassembly for cleaning.

SCHAEFER MACHINE CO.
57 Carbon St., Bridgeport, Conn.
New York City—LE-2-2010
PHONES: Bridgeport 68-2250
Boston—ARlington 5-8096
Agents in principal cities

BUCKLES BY
ORMOND
Roller – Non Roller
Steel or Brass Base
Graceful lines Smooth metal work
Fine finishes Formed tongues
Gilt Bronze
Nickel • Gunmetal • Colors
Representatives in all centers
Complete line Ormond MANUFACTURING COMPANY Write for Samples
3325 Hudson Ave Union City, N. J.

Brazilian Leathers
Ask
Schlossinger & Cia. Ltda.
Caixa Postal 917
Sao Paulo, Brazil

Coming Events

Oct. 5-9, 1952—Advance Boston Shoe Show, sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine, Boston, ad member showrooms.

Oct. 6-8, 1952—Annual Convention of the Industrial Research Institute of Canada, Montreal, Quebec, Canada.

Oct. 22, 1952—National Hide Association Annual Fall Convention. Edgewater Beach Hotel, Chicago, Ill.

Oct. 23-24, 1952—Annual Fall Meeting, Tanners' Council of America, Inc. Edgewater Beach Hotel, Chicago, Ill.

Oct. 27-30, 1952—National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels in Chicago.

Nov. 9-12, 1952 — Spring Shoe Show, The Southwestern Shoe Travelers Association, Hotels Adolphus, Baker and Southland, Dallas, Texas.

Nov. 30-Dec. 4, 1952—Popular Price Shoe Show of America. Showing of shoes for Spring 1953, sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York.

Deaths

Myer T. Ornsteen

. . . 70, *shoe manufacturer*, died Aug. 31 at Hale Hospital in Haverhill, Mass. A veteran shoe manufacturer, he was president and treasurer of Ornsteen Shoe Co., Inc., of that city. A native of Russia, Ornsteen came to the U. S. at an early age and spent his life in the shoe industry. He was one of the pioneer shoe manufacturers of the New England trade. Surviving are three sons, Alfred, Melvin and Lester; and a daughter, Mrs. Selma Sherman.

W. E. Justin

. . . 62, *cowboy boot manufacturer*, died Aug. 22 in Fort Worth, Texas, after a three-week illness. He was chairman of the board of H. J. Justin and Sons, Inc., the Southwest's largest manufacturer of top-quality cowboy boots. A native of Nocona, Texas, Justin spent his entire career in the boot business, learning the trade under his father, H. J. Justin, founder of the firm. He was active in Rotary, Knife and Fork Club, Masonic and civil affairs. He leaves his wife, four daughters, two brothers, and four sisters.

John K. Bekkenhuis

. . . 66, *shoe factory executive*, died recently at his summer home in Alton, N. H. A resident of Saugus, Mass., for many years, he was superintendent of the F. W. Stuart Co., Beverly last manufacturer. Previously, he had been associated with McNichol and Taylor Last Co. of Lynn for 20 years and D and W Last Co. of Saugus. He leaves his wife, Alice M.; and a son, Frank E.

(Other Deaths on Page 34)

Index to Advertisers

Adrian, M. B. & Sons, X-Ray Co.	36
Ajax Machine Co.	42
Amalgamated Leather Cos., Inc.	42
American Extract Co.	29
Armour Leather Co.	26
Armstrong Cork Co.	12 and 13
Atlas Tack Corp.	36
Blackhawk Tanners	26
Bostock, Thos., Sons	41
Boston Machine Works Co.	23
Brown Co.	7
Carr Lea. Co.	36
Crompton-Richmond Co., Inc.	21
Dow Chemical Co., The	11
Eagle-Ottawa Leather Co.	27
Finetex, Inc.	33
Freeman, Louis G., Co.	24
Gaywood Mfg. Co.	37
Golden Leatherboard Co.	3
Goodrich, B. F., Chem. Co.	5
Greenebaum, J., Tanning Co.	34
Haskell-Hall, Inc.	38
Huch Lea. Co.	35
Huyck, F. C., & Sons	32
Independent Die & Supply Co.	31
Korn Leather Co.	35
Lincoln, L. H., & Son, Inc.	28
Lynn Innersole Co.	37
Manasse-Block Tanning Co.	33
Martin Dennis Div., Diamond Alkali Corp	38
North & Judd Mfg. Co.	20
Ohio Leather Co., The	25
Ormond Mfg. Co.	41
Quirin Lea. Press Co.	40
Respro Inc.	43
Robeson Process Co.	28
Ross, A. H., & Sons Co.	25
Salem Oil & Grease Co.	Front Cover
Schaeffer Machine Co.	41
Schlossinger & Cia, Ltda.	41
Shoe & Leather Fair	32
Surpass Leather Co.	27
Tanexco, Inc.	29
Taylor, Thos., & Sons, Inc.	Back Cover
United Shoe Machinery Corp.	2, 9 and 16
White & Hodges	30
Winslow Bros. & Smith Co.	34
Wisconsin Leather Co.	22
Wolf, Jacques, Co.	39

WHO'S THE BOSS—YOU OR THE STITCH?

When stitching is costly, irregular in quality and performance, the stitch is boss over you. Turn the tables and scientifically control that work by adopting

"CONTROLLED STITCHING"

AJAX MACHINE CO. **170 Summer St., Boston, Mass.**

Call Liberty 2-8684 ***Catalog on Request***

Controlled Stitching AJAX

CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S. INC.

WILMINGTON 99, DELAWARE

PUT MORE SALES APPEAL inside YOUR SHOES!...



Here are fabricated linings with a quality feel and appearance your customers can tell at a glance. Rich looking, strongly resistant to wear, they put extra value *inside* your shoes.

In manufacture, Respro linings reduce factory "cripples" and rejects.

In use, they give your customers a better looking, better wearing shoe. Send for test samples of these numbers now.

RESPRO **QUALITY** LININGS
FOR POPULAR AND MEDIUM PRICED SHOES

Respro INC.
Cranston 10, Rhode Island

Makers of World-Famous TUFSTA Reinforcing Material

Resproid #1300 and #1225

Our best Vamp and Quarterlining materials for quality shoes — exceptionally wear-resistant. Fabric base is specially treated with rubber to give excellent non-fray characteristics. High grade plastic coating gives extra strength — resists peeling and abrasion — can be stitched and flexed without cracking.

Durakalf

A high quality, popular price Vamp and Quarterlining material that has great resistance to wear. Comes in either high-luster Pigmented Pyroxylin-coated finish, or Plain Dull finish — both with a quality feel and appearance your customers will recognize at a glance.

Resproid #1000

The finest Socklining and Heel Pad material we have ever produced for High-Grade shoes. Made on a base of our famous unwoven, non-fray *Tufsta*®, with an abrasion and crack-resisting plastic surface far superior to pyroxylin-coated materials. Is unusually strong — cuts absolutely clean — cannot show any frayed edges or trace of fabric weave.

Also Rexkraf ***and*** Tuflex
— high quality, low cost Heel Pad and Socklining materials.

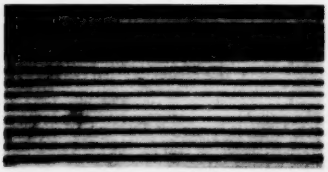


REINFORCED EDGE *Shugor*

THE REINFORCEMENT THAT HOLDS THE LINE

At the topline, where ordinary goring first shows signs of strain and wear and lost tension, SHUGOR with its patented Reinforced-Edge holds firm throughout the life of the shoe. There is no added thickness, no ridges, no bulky reinforcing materials, no extra pressure on the foot, because patented Reinforced-Edge SHUGOR produces reinforcement by having extra strands of live rubber thread woven right into the webbing — replacing the usual fabric threads near the topline, right where the wear comes.

Greater resistance at this point of greater strain is thus provided by patented Reinforced-Edge SHUGOR. The live rubber threads do the work neatly, firmly, comfortably, coolly and permanently. This patented reinforced-edge is available only in SHUGOR, produced and sold exclusively by



Woven-in Reinforced-Edge SHUGOR was invented by Robert Taylor Dawes of Thomas Taylor & Sons. It is protected under U. S. Patent 2,097,810 and is marketed only by Thomas Taylor & Sons.

COPR. 1952.
THOMAS TAYLOR & SONS

THOMAS TAYLOR & SONS HUDSON, MASS.